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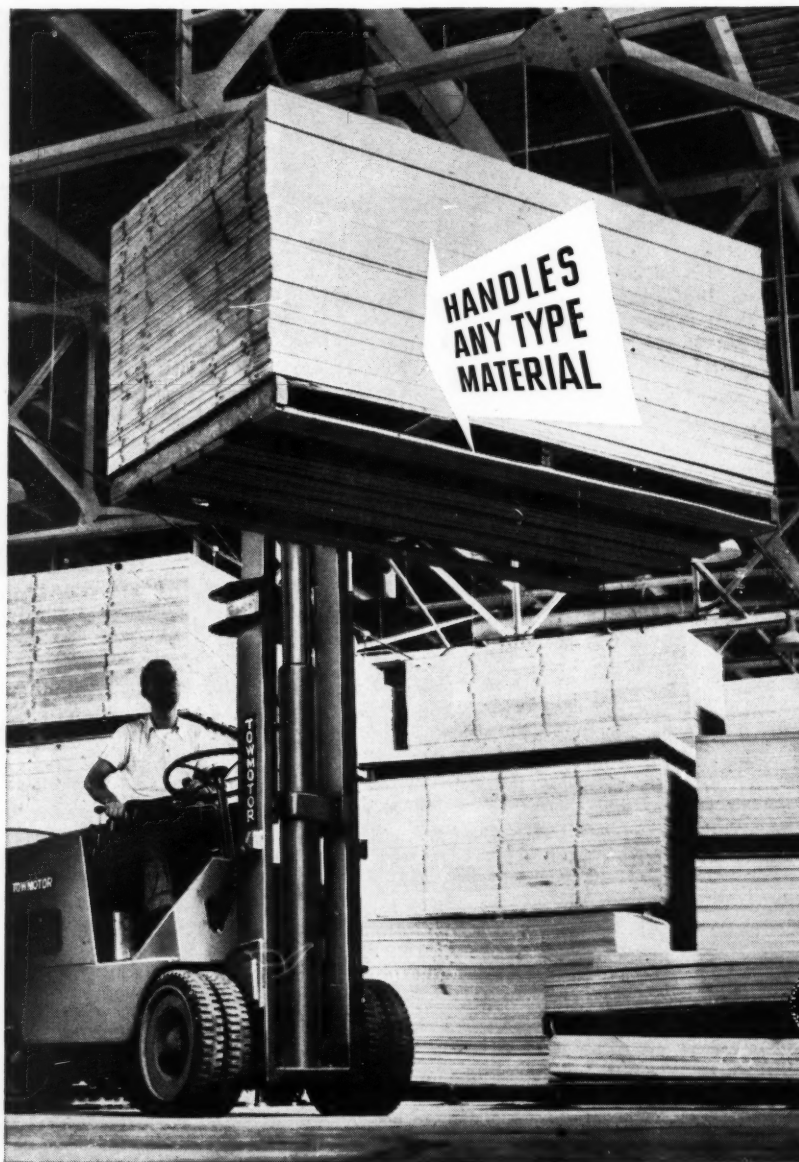
DECEMBER, 1950



STON
HLE
MI

10,532 PRESIDENTS* ARE RIGHT!

TOWMOTOR increases profits



*Towmotors are increasing profits everyday for 10,532 modern industries all over America.

Presidents of 10,532 plants and warehouses, in every type of industry, have seen profits rise with Towmotor Mass Handling. Production man-hours are saved, payroll costs are cut from 25% to 60% as Towmotor transports tons of goods in minutes instead of hours. All excess handling is eliminated, from receiving raw materials to loading the finished product for delivery. Towmotor engineering assures continuous round-the-clock service. Ten special attachments simplify difficult handling jobs. Find out how over 10,000 modern plants have increased profits with Towmotor Mass Handling. Write today for "Handling Materials Illustrated." Towmotor Corporation, Div. 19, 1226 E. 152nd St., Cleveland 10, Ohio. Representatives in all principal cities in U. S. and Canada.

Top executives—See Towmotor's powerful 30-minute movie "THE ONE MAN GANG"

The Towmotor movie takes you for a "personal" visit to many of America's leading producers and handlers of materials. You'll see how Towmotor Mass Handling cuts costs, saves time, increases profits. For your personal showing of "The One Man Gang," write today. No obligation, of course.

TOWMOTOR
THE ONE-MAN-GANG®

**FORK LIFT TRUCKS
and TRACTORS**

Mass Handling is the answer!

RECEIVING • PROCESSING • STORAGE • DISTRIBUTION

LABOR COSTS CUT 36% PER TON DESPITE DOUBLING OF WAGE RATES!

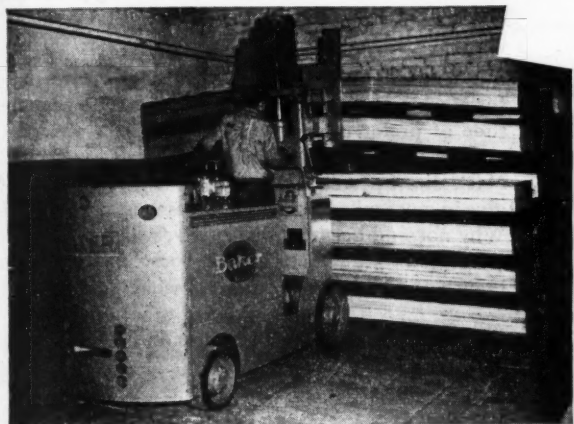
Baker Trucks

help Southern States Iron
Roofing Company Increase
Production with Lower
Manufacturing Costs

How BAKER Trucks work with new production equipment to provide increased output at lower per-ton cost, is shown in this company's Birmingham plant, one of ten branches using a total of twelve Baker Trucks. 1600-pound coils of aluminum arrive on flat-bottom highway trucks. Two Baker 6000-pound Fork Trucks, and a traveling crane, require only about 10 minutes to unload a truckload of 27 coils, weighing over 40,000 pounds. In house the entire load.

From storage, the trucks move the coils to cutters, which shear the metal in 6- to 12-foot lengths. These sheets are palletized and delivered by truck to the presses at working height. These new high-speed presses handle some 7,000 sheets in eight hours—150% more than former equipment. Processed roofing sheets are transported to storage and later to shipping carriers by the fork trucks.

Although wage rates have doubled, direct labor costs have been reduced about 36% from former methods using hand labor and slower presses.



- ① BAKER Fork Truck unloading 1600 lb. coils of aluminum two at a time from highway truck. Coils are moved by truck to storage, and from storage to cutters.
- ② Coiled metal is cut into sheets, 6 to 12 feet long. Illustration shows storage of 12-foot sheets on special 12-foot pallets. High stacking with Baker Trucks more than doubles storage capacity.
- ③ Baker Trucks keep presses supplied with sheets to maintain the 7000 sheet-per-shift production rate. Finished roofing sheets are stored and loaded for shipment by the same trucks.

BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company

1216 WEST 80th STREET, CLEVELAND 2, OHIO

In Canada: Railway and Power Engineering Corp., Ltd.

Baker INDUSTRIAL TRUCKS

LOW-LIFT



HY-LIFT



FORK & RAM



CRANE



TRACTOR



PLATFORM



LANDSLIDE for Mack Diesels

42% of all diesel trucks sold during the first six months of 1950 were Macks—convincing proof of Mack's top-ranking position in diesel truck sales.

Wherever truckers get together—in convention or in conversation—you'll find unprecedented enthusiasm for Mack diesel power. The country over, it's a landslide of preference for Mack...as more and more carriers discover the profit-building advantages of Mack diesel-powered trucks...the big savings they give in more miles per gallon, at less cost per gallon. Why not find out how thrifty Mack diesels can increase *your* profit margin. See your nearest Mack branch or distributor for proof of what Mack diesels are doing for other operators—what they can do for you.

Signs in the landslide:

- Fair Play Trucking, Inc. 9 Mack Diesels
- Rowman Transp. Co. 10 Mack Diesels
- Weust Motor Lines 9 Mack Diesels
- Shirks Motor Express 10 Mack Diesels
- H. L. & F. McBride 9 Mack Diesels
- Faltin Motor Transp., Inc. 9 Mack Diesels
- Arkansas Motor Freight Lines 10 Mack Diesels
- Blue Ridge Transport Co. 8 Mack Diesels
- All States Freight, Inc. 11 Mack Diesels
- Chambers Truck Line 17 Mack Diesels
- Rose Line Transportation 13 Mack Diesels
- Lee Way Motor Freight 15 Mack Diesels
- Helm's N. Y. Pittsburgh Exp. 10 Mack Diesels
- Hennepin Transportation Co. 14 Mack Diesels
- J. P. Stevens 18 Mack Diesels
- Knaus Truck Lines 22 Mack Diesels
- Hennis Freight Lines, Inc. 21 Mack Diesels
- E. Brooke Matlack 25 Mack Diesels
- Johnson Motor Lines 32 Mack Diesels
- Pasco Packing Co. 25 Mack Diesels
- Wilson Freight Fwdg. Co. 52 Mack Diesels
- Akers Motor Lines 58 Mack Diesels
- Merchants Motor Freight, Inc. 50 Mack Diesels
- Salem Equipment 75 Mack Diesels
- McLean Trucking Co. 200 Mack Diesels
- Miller Motor Lines 69 Mack Diesels



Mack Trucks, Inc., Empire State Building, New York 1, New York; Factories at Allentown, Pa.; Detroit, Mich.; Long Island City, N. Y. Factory has men and distributors in all principal cities for service and parts. In Canada: Mack Trucks of Canada, Ltd.

DISTRIBUTION MAGAZINE

DECEMBER, 1950

The Magazine that Integrates all Phases of Distribution
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Washington Member of the Editorial Board

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FRONT COVER

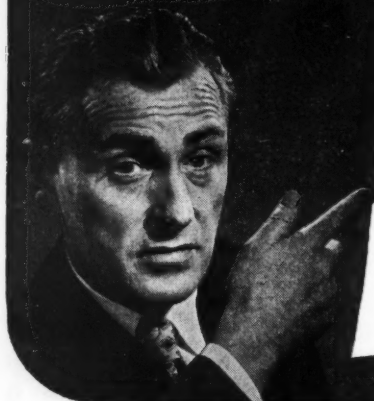
Steel is the basis of our strength, the index of our production, the sinew of our distribution. With mobilization yet in an early stage, steel has been allocated for the construction of freight cars, may soon be allocated for motor truck production and should be allocated to maintain the production of materials handling equipment. And steel is further significant in distribution—it has been, for years, the vortex of the basing-point controversy, a subject discussed at some length in this issue. Photo by Philip Gendreau, New York.



Your Cost-Cutting Way to ***SPEED PRODUCTION*** ***SHIP MORE GOODS FASTER***

Is In This 8-Question Check Chart

ANSWERING "YES" TO THESE
QUESTIONS HAS SAVED
INDUSTRY MILLIONS THE
AUTOMATIC ELECTRIC
TRUCK WAY!



	CHECK YES NO	
1. Do you know how many of your workers are engaged in manual lifting, moving and stacking of materials?	<input type="checkbox"/>	<input type="checkbox"/>
2. Have you eliminated skilled workers from wasting time hand-moving materials in production?	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you know <i>exactly</i> , or <i>even approximately</i> , what percentage of your product cost represents material handling cost?	<input type="checkbox"/>	<input type="checkbox"/>
4. Can just <i>one</i> man lift and move tons and tons of material with <i>easy, finger-tip-control</i> of electric push button, as is the case with Automatic Electric Transporters?	<input type="checkbox"/>	<input type="checkbox"/>
5. In storage areas, are you using empty but usable space overhead, stacking your products <i>ceiling high</i> , as can be done by one man operating a Transtacker or Automatic Skylift Electric Truck?	<input type="checkbox"/>	<input type="checkbox"/>
6. Do you know how many tons of material you move <i>into, through and out</i> of your plant daily?	<input type="checkbox"/>	<input type="checkbox"/>
7. Have you done anything to relieve labor and skilled workers' fatigue and loss of time, caused by back-breaking <i>hand-lifting, bending and hand-truck-moving</i> of material through your plant?	<input type="checkbox"/>	<input type="checkbox"/>
8. Do you know how much <i>hand-handling</i> of materials is costing you in (1) material and product <i>damage</i> , (2) needless <i>accidents</i> , (3) tired, <i>low morale</i> workers, and (4) production inefficiency?	<input type="checkbox"/>	<input type="checkbox"/>
THE SCORE TELLS IF YOUR PRODUCTION IS TOO SLOW, DELIVERIES BEHIND, COSTS TOO HIGH!—		<input type="checkbox"/> <input type="checkbox"/>

This check chart of 8 important material handling questions has become famous in industry. Business men, by the thousands, found that "NO" answers to more than 4 of these questions meant there were "hidden handling costs" eating into their profits.

But when they could answer "YES" to the above questions, by applying the remedy of Automatic Electric Trucks, costs were cut 50% to 75%.

Today these trucks are paying an extra bonus in meeting today's stepped-up demand! They speed produc-

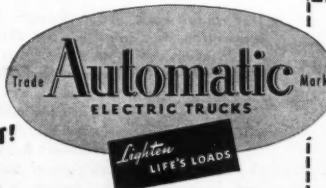
tion, get rid of costly bottlenecks, delayed deliveries... help you to ship *more goods faster!*

They move tons and tons of your product with easy finger-tip control. They *stack* as well as lift and move your material... save you costly man-hours, *pay for themselves in as little as months*. Let us show you the cost-cutting way they can speed up the flow of goods in your plant, to meet today's accelerated demand! Mail coupon.



Send now for this free booklet: "How to Make Your Material Handling Pay Dividends."

SEND
COUPON FOR
FREE BOOKLET!



Trade **Automatic** Mark

115 West 87th Street
Dept. X-5, Chicago 20, Ill.

Please send me facts on how to **SPEED PRODUCTION** and **SHIP MORE GOODS FASTER** with Automatic Electric Trucks... also free booklet: "How to Make Your Material Handling Pay Dividends."

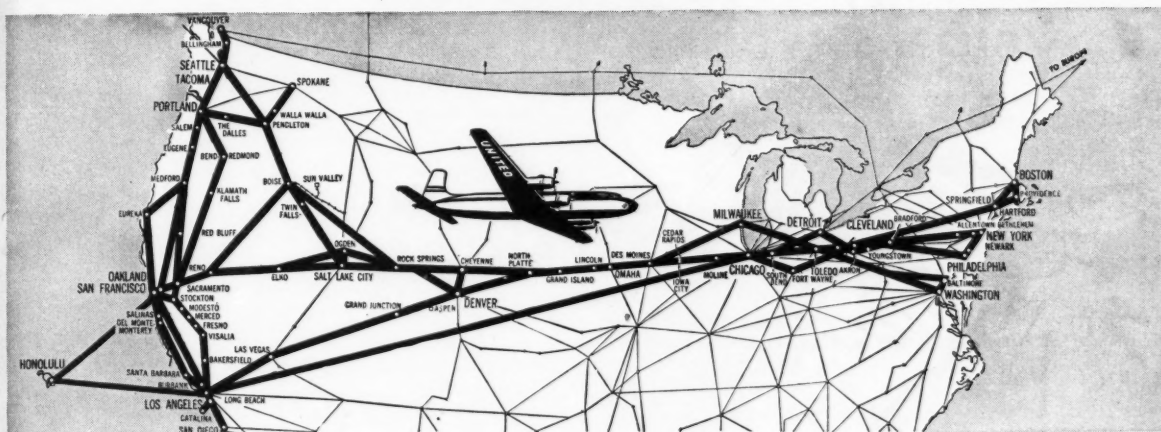
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By.....

Street Address.....

City..... Zone..... State.....

The Nation's No.1 Air Cargo Route



United's Main Line Airway, officially U. S. Air Mail Route Number One, is the *only* air route that serves large industrial centers in the east, the midwest and all major cities on the Pacific Coast. It helps to keep factories all over the country humming by providing fast, frequent, economical service between big manufacturing

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COME TO UNITED FOR EXPERT SHIPPING ADVICE!



United's friendly, helpful air cargo staff can give you valuable advice on how to streamline your operations—how to deliver your goods quickly and on time. With its one-carrier service to 83 key cities, it often simplifies what would otherwise be very complex problems. And, thru connecting carriers and interline agreements, United can speed your shipments *anywhere* by air—in the U. S. or overseas! Whatever your shipping requirements are, come to United for helpful advice, information and service.

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ROBERT GAIR COMPANY, INC.,

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..... multi-color folding cartons
provide dynamic sales promotion
for counter and window display

Sell on Sight!

- Sales, profits and prestige of your products really SOAR when they go to market in GAIRVURE multi-color cartons.

GAIR'S new, scientific GAIRVURE printing on paperboard gives absolute fidelity in color reproductions. Yes, GAIRVURE opens up a NEW field of smart, artistic packaging for your product.

Through the selling influence of GAIRVURE PACKAGES, dealers everywhere will respond to the opportunity of displaying and promoting the sale of your merchandise.

Always remember . . . your product in GAIRVURE cartons, SELLS ON SIGHT . . . and you'll enjoy increased sales with the NEW, multi-color GAIRVURE packages.



SEND FOR BROCHURE AND SAMPLES

Upon request we will gladly send descriptive literature and samples of multi-color GAIRVURE. Write today.

GAIR

SHIPPING CONTAINERS

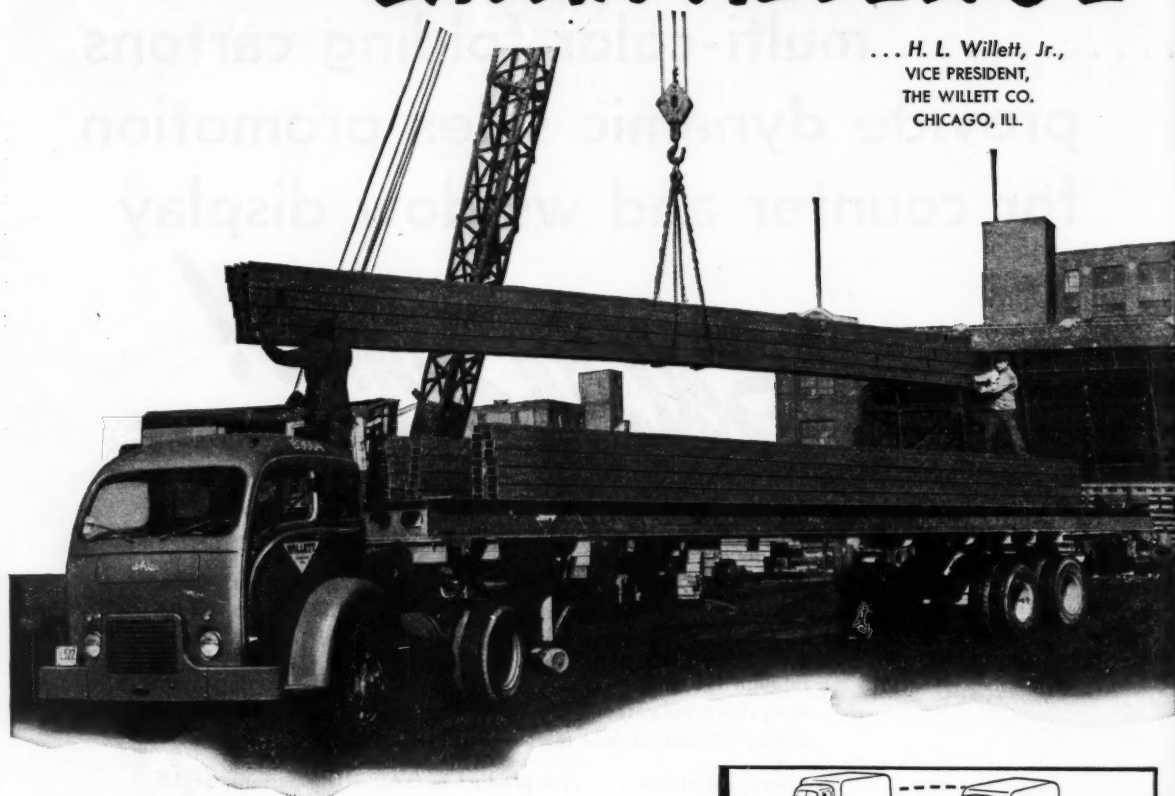
are produced in strategically located Gair Plants. Gair service is always dependable.

155 EAST 44th STREET, NEW YORK • TORONTO

CARTONS • SHIPPING CONTAINERS

"our new WHITE 3000 earns **EXTRA REVENUE**"

... H. L. Willett, Jr.,
VICE PRESIDENT,
THE WILLETT CO.
CHICAGO, ILL.



IT'S THE PERFECT ANSWER to today's hauling problems! That's the report of Howard L. Willett, Jr., executive vice-president, The Willett Company, Chicago, who has three good reasons for preferring the new White 3000.

"Because of the White 3000 weight distribution," he reports, "we can load up to 3,000 pounds more on the front axle, and this extra weight means extra revenue for us."

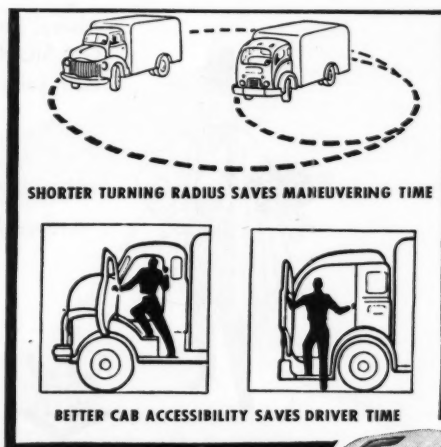
"The extremely short wheel-base and better maneuverability mean time savings. With our 50 foot special steel hauling trailer, we make turns in one swing that used to take

extra 'stop and back-up' time."

"The driver is very pleased with the visibility and riding comfort and the all-round powerful feel of this White 3000," he says.

Here's an on-the-job report—just like many others you've been hearing across the country—which tells an amazing story of greater usefulness... more delivery capacity... lower delivery costs... with this great new White 3000.

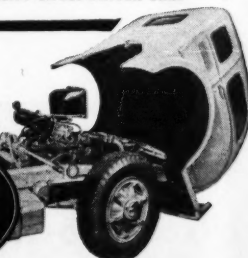
Your White Representative will be glad to demonstrate the advantages of the new White 3000 as they apply to your exact transportation needs. Ask for a demonstration!



THE WHITE MOTOR COMPANY

Cleveland 1, Ohio, U. S. A.

FOR MORE THAN 50 YEARS THE GREATEST NAME IN TRUCKS



Tips its cab to service

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(Premises)
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TOUGH ALL THE WAY THROUGH
CUSHION ALL THE WAY THROUGH

the smooth ride costs less

Easy-riding Mono-Cushions will save you plenty of money on repairs, cut vehicle downtime. These big, burly tires soak up more bumps and jolts than any other type of industrial tire, size for size. They greatly reduce maintenance on steering linkages, bearings, transmissions, universals, differentials—wherever shock or shock load is a factor.

Mono-Cushions will save you money in other ways, too. Your tire costs will be lower, for one thing. And Mono-Cushions will reduce load breakage and floor wear. Incidentally, your drivers like the easy ride and easy steering they get with Mono-Cushions.

The leading manufacturers of industrial vehicles use Monarch Mono-Cushions as original equipment. Replacement tires available through the manufacturer of your equipment or his distributors.



THE
MONARCH
RUBBER COMPANY

500 LINCOLN PARK • HARTVILLE, OHIO
**SPECIALISTS IN INDUSTRIAL SOLID TIRES
AND MOLDED MECHANICAL RUBBER GOODS**



Said the farmer, a-mopping his brow,
 "What a terrible fix I'm in now —
 My son, like a fool,
 Sent the milkmaid and stool
 When he should have AirFREIGHTED the cow."



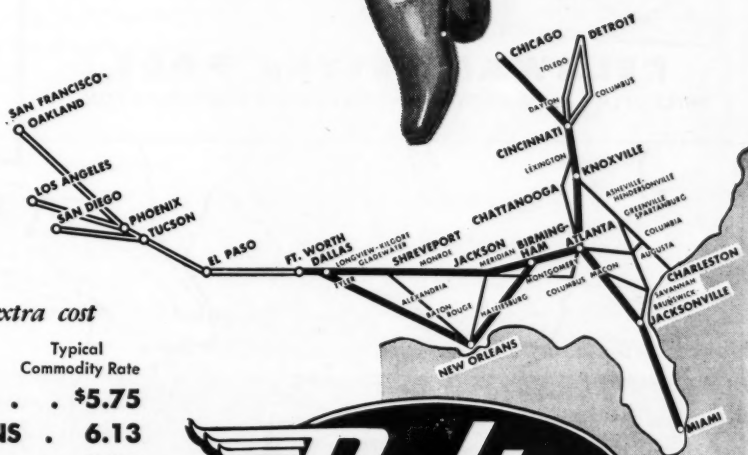
DELTA airFREIGHT

*Next morning delivery
 at little or no extra cost*

Per 100 lbs. between Typical
 Commodity Rate

CHICAGO-ATLANTA	\$5.75
CINCINNATI-NEW ORLEANS	6.13
DALLAS-MIAMI	9.12

For complete commodity rates and schedules, write AirFREIGHT
 Department, Delta Air Lines, Atlanta, Ga.



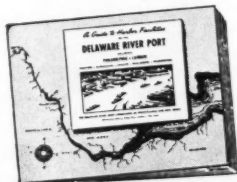
*Joe, I think we're passing
up extra profits by not
exporting through Philadelphia.
Please bring in
your figures.*



These are the facts the figures showed:

1. Both truck and rail rates are cheaper to Philadelphia from many areas.
2. Direct shipside delivery can be made without delay.
3. Direct transfer from rail car or truck to ship at modern piers lessens risk of damage to all types of cargoes.
4. These savings mean lower F.A.S. prices.

Regardless of the size, quantity, or value of your overseas shipments it will pay you to investigate The Delaware River Port for more efficient, lower-cost exporting.



SEND FOR FREE COPY "A Guide to Harbor Facilities of the Delaware River Port" including Philadelphia, Camden, Trenton, Gloucester, Chester, Paulsboro, Wilmington. Indexed map shows principal waterfront installations. Address Delaware River Joint Commission, Camden 2, N. J.

DELAWARE RIVER PORT

PHILADELPHIA • CAMDEN • TRENTON • CHESTER • WILMINGTON

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Direct rail car-to-ship loading from double-tracked aprons.

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Three trunk line railroad systems interconnected by port belt line bring rail service to every pier.

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160 ship lines and ship's agents with offices in port.

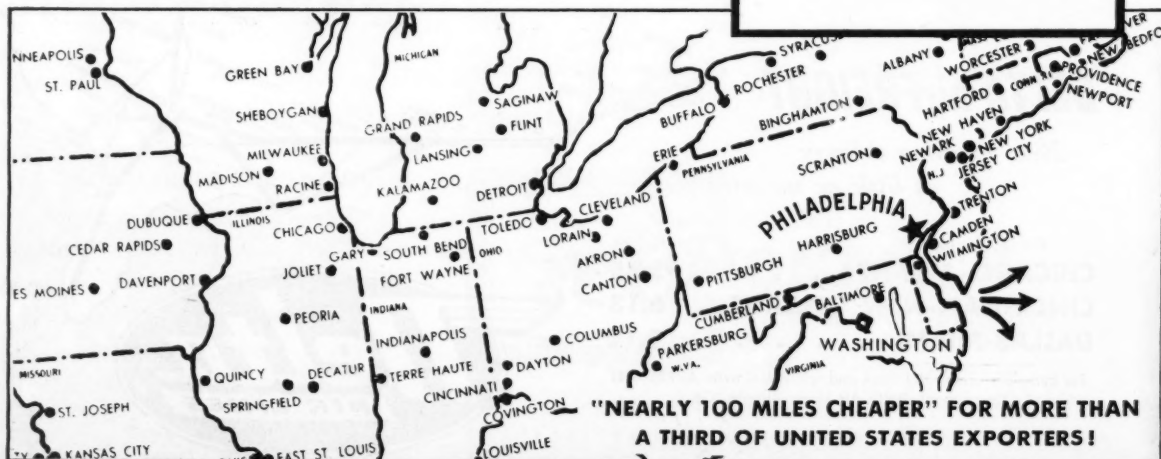
★

SHIP SAILINGS

112 services with 273 cargo sailings to 249 ports each month.

★

Central to the heaviest concentrations of population, wealth, and business in the United States.



NO ROOM for high costs here!



That's right! There isn't any room for high costs where Yale Material Handling Machinery is used. Goods are piled up in a hurry—and so is economy. For Yale Trucks make the job easy—lift, transport and high stack enormous volume per day.

You want to cut your per-ton handling costs. You want carriers loaded and unloaded faster. Fewer damage claims and demurrage charges are also on your list. So is full use of storage facilities. You want the smooth flow of goods that only the elimination of back-breaking lifting and moving can assure.

Yale Material Handling Machinery is versatile and adaptable. Types and capacities are available for every need. Whatever your handling problem, the nearby Yale representative will gladly apply his many years of experience to help you obtain substantial economies in time, effort and money. Phone him today or write direct to Yale.

THE YALE & TOWNE MANUFACTURING CO.

Department L-156

Roosevelt Boulevard

Philadelphia 15, Pa.

L-88



SCALES—Industrial • HOISTS—Hand and Electric • TRUCKS — Hand Lift • • Electric • • Gasoline • • Diesel

When You Buy a Fruehauf, You Get Both:

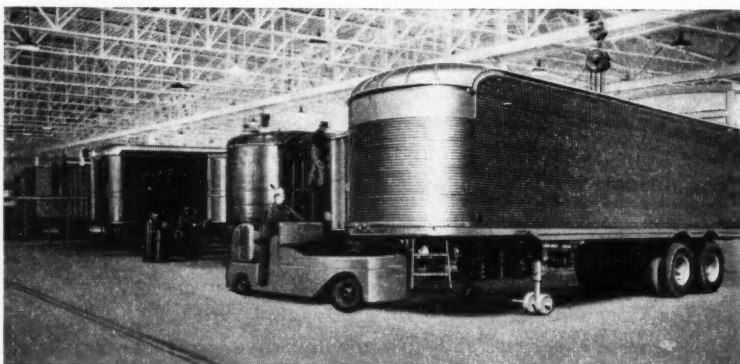
1. THE WORLD'S BEST TRAILER

The busiest Trailers on the roads today are Fruehaufs. On their jobs — hauling everything from perishables to petroleum — they're hauling the biggest loads . . . the longest . . . at the lowest cost. The reason: Fruehauf Trailers are better built — better engineered — to their jobs. They're built stronger . . . yet lighter, to haul up to 4000 lbs. more per trip. They're built for long-life stamina . . . for steady day-in, day-out rolling, year after year, with a minimum of maintenance.



2. THE WORLD'S BEST SERVICE

Fruehauf helps keep America's busy Trailers of all kinds rolling at top efficiency with the world's largest Trailer Service System — 80 Factory Branches, coast-to-coast. Each Branch, a complete factory in itself, is staffed with factory-trained Trailermen. Each is equipped with the latest in modern machinery and fully stocked with original-replacement parts and accessories. Fruehauf Branches can handle any job — from regular maintenance to major Trailer re-building — faster . . . better . . . at lower cost.



EVERY day, Fruehauf Transportation Engineers are showing business people new distribution short-cuts through the use of low-cost Trailer Transportation.

Trailers are helping users cut handling costs, eliminate crating and warehousing, cut down product damage and spoilage in transit. And, most impor-

tant, Trailers are providing them with completely independent, company-controlled delivery systems. Investigate the important *tailored-to-your-business* advantages of Trailer Transportation. Write today for Fruehauf's free "Transportation Cost Analysis." Fruehauf Trailer Company, Detroit 32, Los Angeles 58. In Canada: Weston, Ontario.

FRUEHAUF TRAILERS

WORLD'S LARGEST BUILDERS OF TRUCK-TRAILERS

EDITOR'S PAGE



ONE GOD, ONE WORLD

At this Christmastide, there will be a lot said about peace and goodwill. But more than one American citizen will, deep in his conscience, ask if the years of this great Christian festival are not numbered. For, all around him, he sees darkness and danger, and senses gunpowder on the sharp winter wind. He will ask if the ancient order has not indeed changed beyond recognition, and if the timetable of civilized progress is not now subject to a cataclysmic change.

Christmas is traditionally a Christian festival, but its meaning and spirit reach across the boundaries of all faiths who believe in the dignity of the individual and his humility before a common God. At few times in modern history has this proved so true as it does today, when men of all faiths face a common enemy.

The common enemy is not only a country and a continent, but also a cult holding millions in thrall. In physical combat the enemy may be shaken and battered, but he will not be beaten until his pseudo-religion, Communism, has been discredited. In point of fact, Communism's danger to all men of faith lies less in its ability to destroy by force than in its intention to demoralize by falsehood. Already its lying language has sprouted strong shoots in our soil, and, if given credence, can entangle us in a jungle of distrust and defeat.

The world-horizon is dark, but there are lights which should lift our hearts in our quest for peace and goodwill. The brightest of these is our faith, our common faith. It will guide us to an unbiased, unselfish, and united determination that the unGodly shall never rule the earth.

A handwritten signature in cursive script, reading 'J. H. Lewis'.

**big....
but friendly**



**...LET CF's
FREIGHTERS
SOLVE YOUR
DISTRIBUTION
PROBLEMS**

CF is big enough to serve you well —big enough to offer *pool car distribution, local cartage, warehousing, in 53 principal Western cities — plus motor freight service* to more than 800 important points from the Great Lakes to the Pacific Coast.

Yet CF is not *too* big to provide you with friendly, courteous service. Let our 2,800 trained Freighters solve your distribution problems. Each and every man and woman on this great team is equipped to serve...trained to serve...**EAGER TO SERVE.**

Call your nearest
CONSOLIDATED agency
or

Write for information.



"A complete
transportation
service"

**CONSOLIDATED
FREIGHTWAYS**

GENERAL OFFICES
PORTLAND 8, OREGON

LETTERS TO THE EDITOR

California Gets Traffic Department

To the Editor:

A little while ago, I had occasion to look over several issues of *DISTRIBUTION AGE* and found therein many interesting and informative articles on subjects of vital interest to traffic managers. Believing that this publication may point the way to solving problems of the state of California in the storage, shipping, and transportation of state freight, I wish my name added to your list of subscribers.

The state of California as usual is leading the country in the adoption of sound business methods in state government. The latest proof of this was the creation by the 1949 California legislature of centralized traffic management in the state department of finance. The new unit, which is now in process of being staffed and organized, will be responsible for seeing that the transportation of state freight is accomplished in the most expeditious, economical, and efficient manner possible. It will handle the various traffic management activities which are usually delegated to the general traffic department in large industrial and commercial concerns.

Both myself and my staff will be looking forward to regularly receiving *DISTRIBUTION AGE*.—**Earl S. Williams, State Traffic Manager, Dept. of Finance, Sacramento.**

Scores Ad Valorem Tax

To the Editor:

As a subscriber to *DISTRIBUTION AGE*, I read with a great deal of interest your comments in the August issue on the case of *Northern Supply Co. v. City of Milwaukee*, 79 N. W. (2d) 379, Wis., concerning a state statute which provided that merchandise shipped into the state and placed in storage in the original package would be considered in transit and not subject to taxation.

In North Carolina all property in a public warehouse on Jan. 1 is subject to city and county ad valorem taxes, which amount to practically \$3 per hundred, and as a result of this taxing statute we are losing a considerable amount of storage business.

We understand that Virginia has a statute which exempts all merchandise in public warehouses from ad valorem taxes. . . . We are considering the introduction of remedial legislation when our general assembly meets next year.—**J. R. Team, President, Central Carolina Warehouses, Inc., Greensboro, N. C.**

[With respect to no taxation on goods in transit and in unbroken packages, this is not a state matter but concerns interstate commerce. The U. S. statutes prohibit taxation by states of goods in interstate commerce—**Leo T. Parker, Legal Consultant.**]

Hits Moving-Industry Policy

To the Editor:

During the past few months, there has been a movement afoot against the practices employed by the Army in placing transportation orders for movements of household goods and effects. The Navy and the Marine Corps may be included also, for the literature and questionnaires received by the industry have been of such a nature that all branches of the service appear to be included under the general term of Army. The burden of the complaint against the Army is threefold. To remedy the situation, the Movers' Conference of America has set up a platform to be followed:

1). Eliminate the contract form, purchase order, or any other device of agreement.

2). Employ all movers under the Government B/L at published tariff rates.

3). Rotate the business insofar as practical under the above conditions.

The Movers' Conference has even gone a step further, in stating: "We should stand for the full tariff rate on all government traffic and, if it cannot be obtained in any other way, we should proceed with plans to induce Congress, by amendment, to exempt movers from Section 22, Part I, of the Interstate Commerce Act, which allows carriers to haul at cut rates for the U. S."

Well, this household goods moving industry has done a lot of asinine things since its inception and has struck more foul blows than all the rest of the transportation industry combined, so perhaps it is not too remarkable that once again it comes to the fore with a platform which is absurdity itself, suggesting remedial action which will only deprive it of some of the last vestiges of free enterprise.

Let's take a look at this going-to-Congress business first. Under Section 217 (b) of Part II of the Act we are subject to the same restrictions as obtain in Section 22, Part I. The meat of this section as it pertains to transportation of household goods is:

"That nothing in this part shall prevent the carriage, storage or handling of property free or at reduced rates for the United States, State or municipal governments . . ." This continues for a good three pages, but the above is the important part of it for this discussion.

Everything we haul is subject to tariff regulation, except the property for those designated in Section 22. There we are free agents on rate, and let's be thankful that one small segment of our business is still uncontrolled. The carrier does not have to cut his rate for the Army, but he can if he wants to. It is not usual for

(Continued on page 49)



JOY

TO THE WORLD

To understand the true meaning of joy is to have passed through the phases of its creation. Unadulterated joy is the spiritual blessing to give without return . . . the beauty of creation . . . the exquisite gift of birth . . . to provide one's strength for others . . . to keep safe this world, whatever the cost, so we in liberty may pray. If we remain with God none can succeed against us.

The Manhattan STORAGE & WAREHOUSE CO.

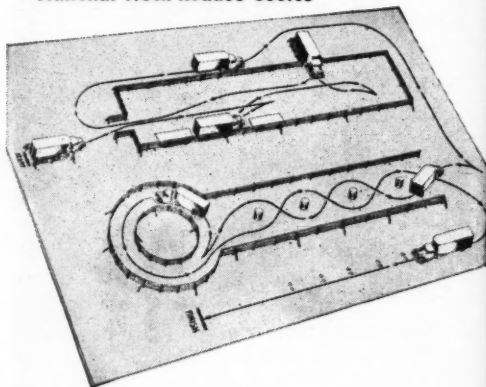
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International Roadliners' maneuverability

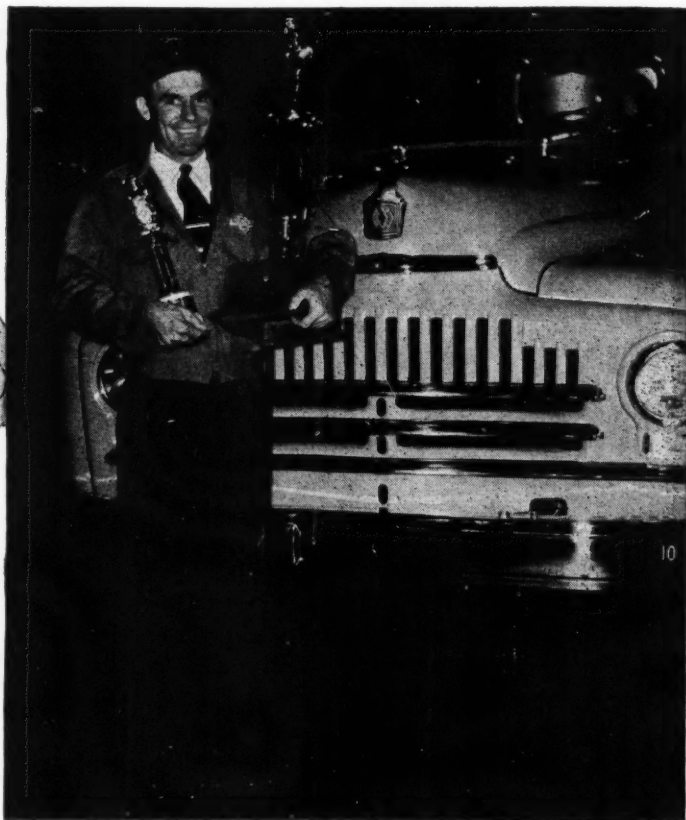
PROVED AGAIN-

at ATA National Truck Roadeo

National Truck Roadeo Course



John Waldon, driver for Foster Freight Lines, Indianapolis, drove off with the national championship in the single axle semi-trailer class at the ATA National Truck Roadeo, New York City, October 4. John piloted an International L-165 Roadliner to his victory—the same model he drives as his "everyday International" on his regular job, where he has over 330,000 accident-free miles to his credit.



Ever since the new International Trucks first rolled down the road, they've been winning widespread recognition for easy handling and maneuverability.

On the toughest hauling jobs they have been proving again and again that it *IS* possible for a truck to be the toughest in its class . . . and still be as easy to handle as a well-trained show horse—and still have the maneuverability of a swivel-hipped halfback.

Now again—in competition that es-

tablishes top standards for driving skill and truck "controlability"—an International Truck shares the spotlight with a champion driver. Under the top-notch handling of John Waldon, an International Roadliner demonstrates what drivers everywhere are rapidly learning: *these new Internationals are mighty maneuverable, easy to handle, tops for driving control.*

In scoring 349.379 points out of a possible 380 in the competition, John

Waldon topped all finalists at the Roadeo . . . proved himself the champion among champions, driving the truck among trucks.

For real truck stamina, it's *always* been Internationals. And now it's Internationals, too, for maneuverability, ease of handling, and control. What more do you want?

International Harvester Builds
McCormick Farm Equipment and Farmall
Tractors . . . Motor Trucks
Industrial Power . . . Refrigerators and Freezers



INTERNATIONAL TRUCKS

INTERNATIONAL HARVESTER COMPANY CHICAGO

The NITL Meets in San Francisco

At its annual meeting, National Industrial Traffic League examines the transportation situation from the shipper's viewpoint

By GODFREY LEHMAN

Special Correspondent

LAST month, nearly 500 members of the traffic profession gathered in San Francisco's St. Francis Hotel for the 43rd annual meeting of the National Industrial Traffic League. For two busy days, November 16 and 17, the men who represent the bulk of the nation's shippers discussed all phases of transportation, together with such questions as government regulation, rate procedure, and materials handling. Besides making some significant decisions, they reaffirmed their belief in a strong, free, competitive economy.

The business of the meeting was transacted in the form of reports from the league's several standing and special committees, and the *Docket*, or agenda, listed a host of topics:

Railroad rate increase: The meeting decided to take no part in the impending Interstate Commerce Commission hearings on the eastern railroads' application for a four per cent increase on freight moving to, from, and through the East. This was the first time in its history that the league has declined to participate in a national rate hearing. The NITL's retiring president, I. F. Lyons, traffic director of California Packing Company, San Francisco, expressed the meeting's general opposition view when he said: "I am against giving the western and southern carriers a raise for which they have not even asked." He felt, too, that the western railroads had not proved their need for extra revenue.

On another proposed increase, this one pertaining to fourth-class mail, the league also declined to

take action. But some speakers argued that the U. S. Post Office could be run more efficiently than at present.

St. Lawrence Waterway: The report of the committee on inland waterways contained strong evidence that the multi-million-dollar St. Lawrence seaway scheme was not popular with many traffic men—despite the discovery and development of fresh iron ore reserves in Labrador. One member of the committee had this to say about the project:

"The recent discovery of iron ore in Labrador, suitable for steel mills, is no justification for the taxpayers to construct this monstrosity, especially since many of our leading steel mills have plants at tide-water which they are now materially enlarging. I cannot get excited over the foreign ore in Labrador any more than I can in Brazil,

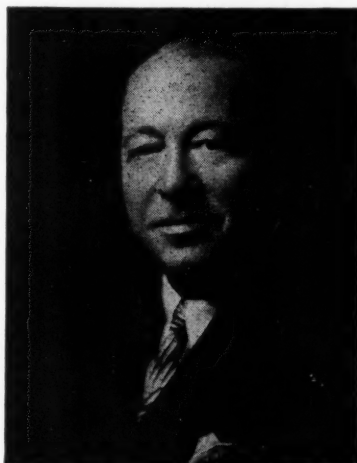
where we are drawing substantial tonnage. The short season of operation on account of climatic conditions alone is sufficient, in my opinion, to justify the league's standing by its original position."

The chairman of the committee, C. A. Mitchell, said that "at least 57,000,000 tons are necessary to make the seaway worthwhile." Less than 10,000,000 tons move annually between the Great Lakes through St. Lawrence canals; the new Labrador ore would raise this tonnage to not more than 20,000,000 tons.

The committee's report contained observations on many other aspects of inland waterway transportation.

Highway transportation: The members of the league accepted the committee's suggestion that they work for greater uniformity of highway safety and rules, but turned down its suggestion respecting size and weight uniformity. While condemning the violation of state weight laws, they rejected a recommendation that they, as shippers, refuse to give truckers payloads in excess of lawful limits. Delegates agreed with W. H. Ott, general traffic manager of Kraft Foods, Chicago, that it was wrong to place the burden of law-enforcement on members of the industry. Anyway, he said, most weight violations are minor axle-weight violations.

The same committee recommended that the league condemn the further building of toll roads. Delegates from Pennsylvania persuaded members to reverse this opinion, however, when they described the



A. G. Anderson, who was elected president of NITL at San Francisco meeting

success of the Pennsylvania Turnpike.

In examining the highway transportation situation generally, the committee criticized the railroads' campaign against the operation of private motor carriers. The criticism was directed also at certain for-hire trucking interests. Said the report: "It may well be pointed out that a large part of the motor common carriers' and railroads' problems . . . are due to their own outmoded freight rate structures and adverse conditions in their own group which only they can correct."

The report said, further: "What is needed is not further restrictions on the free movement of commerce . . . but rather the development of a modern freight rate structure by each of these forms of transport which gives due consideration to the costs and other advantages of [railroad and highway] transportation."

Although the committee spoke harshly of the railroads' anti-truck campaign, it had a few sharp words for truckers: "Unfortunately, too many highway users, both for-hire and private, have, by their unlawful and other too-aggressive, not-too-well-advertised activities, supplied the railroads with far too much ammunition to smear all commercial highway users."

The committee also hit out at the diversion of state highway revenues to non-highway purposes.

Rail transportation: Hearing reports from several committees at work in this field, the meeting expressed itself forcibly on two current issues: the freight car shortage and the quality of LCL service. Here is what the LCL and merchandise committee had to say:

" . . . Certain improvements in LCL service have been undertaken by many carriers. In the East, perhaps more noticeably because of the many contacts occasioned by their suggested increases, the B&O, PRR, and NYC Railroads have attempted more rapid transit times, more publicity, reduced handling, and general overhauling of their LCL handling. In other territories, some railroads have also been stimulated to try to recapture LCL traffic. Much has been done to encourage LCL scheduled merchandise cars. Some work has been done toward

consolidated rail-truck service by a few carriers."

But the report added: "LCL service today, however, is still far from satisfactory and, if the amount and nature of correspondence directed to your committee is a criterion, still continues to be a very real and national problem. The economic demands for a satisfactory, economical LCL service must somehow be met with more con-

NITL Officers for 1951

CHAIRMAN OF THE BOARD OF DIRECTORS: A. G. T. Moore, New Orleans

VICE-CHAIRMAN OF THE BOARD OF DIRECTORS: Harold T. Reed, Milwaukee

PRESIDENT: A. G. Anderson, General Traffic Manager, Socony-Vacuum Oil Co., Inc., New York

VICE-PRESIDENT: A. H. Brown, Transportation Commissioner, The Cleveland Chamber of Commerce, Cleveland

TREASURER: R. W. Campbell, Manager, Traffic Department, Butler Paper Corporation, Chicago

CHAIRMAN OF THE EXECUTIVE COMMITTEE: Lowe P. Siddons, Colorado Springs, Colo.

VICE-CHAIRMAN OF THE EXECUTIVE COMMITTEE: Cecil P. Newsom, Dallas

REGIONAL VICE-PRESIDENTS

New England Region: A. H. Ferguson, Providence

Trunk Line Region: E. D. Sheffe, New York

Central Freight Association Region: T. C. Burwell, Decatur, Ill.

Western Trunk Line Region: W. L. Thornton, Jr., Neenah, Wis.

Southwestern Region: P. D. Barziza, Houston

Southeastern Region: E. L. Hart, Atlanta

Northwestern Region: E. B. Smith, Minneapolis

Pacific Coast Region: G. J. Pinkerton, San Francisco

crete measures and less conversation . . ."

The report of the freight-claims and claims-prevention committee cited many conditions which must be improved, and was of the opinion that the Association of American Railroads be encouraged to urge its members to equip its freight cars with such preventive devices as the Evans "Utility Loader."

The committee on car demurrage and storage found many improve-

ments in the situation, but felt that the league should study the question of *per diem* charges during times of car shortage.

On the freight car shortage itself, the meeting approved the recent move of James K. Knudson, Defense Transport Administrator, to clear the way for the construction of 10,000 new cars a month. It also supported his request that the turn-around time be shortened to one day, even if this meant working Saturdays, Sundays, and holidays.

Mr. Knudson, who was one of the prominent guests present at the convention, said that if turn-around time were reduced to one day, the time needed to build an adequate car supply would be cut from six years to three and one-half or four. His request that shippers load cars as heavily as possible met with the meeting's agreement.

Despite the shortage of freight cars, the committee said that the railroads are making a mistake in acting to discourage LCL freight. It maintained that congestion would be relieved if the rails set up "volume, or incentive, LCL rates." Thus, a sufficient quantity of LCL freight would be offered and freight houses would not be clogged with insufficient lots.

Legislative committee: The report of this body presented the meeting with an expert summary of the various legislative developments affecting traffic men. Among the current matters reported on were legislation introduced in the Eighty-first Congress, national transportation policy (S. Res. 50), labor disputes and compulsory arbitration, basing point bill, forwarder legislation, transportation taxes, Reorganization Act of 1949, practitioners bill (H.R. 8201), Uniform Commercial Code.

The convention refused to take a definite stand on the question of labor disputes, which involved the right of transportation labor to strike. Despite a plea by H. A. Hollopeter, transportation director of the Indiana State Chamber of Commerce, Indianapolis, that such strikes should be outlawed, the meeting referred the matter back to the legislative committee "for further study."

(Continued on page 36)

UNICEL

Freight Car of the Future

*It switches freight car development
on to a new track*

EVER since October 16, when the Pressed Steel Car Company unveiled its new Unicel freight car on a siding below New York's Waldorf-Astoria Hotel usually reserved for visiting Presidents, distribution men have been wondering what happens when a new science meets an old-fashioned custom—a variant of the old puzzle about the irresistible force and the immovable object.

In this instance, the force is the youthful science of cellular laminates, the object the hidebound tradition of building railroad freight cars on design principles all the rage at the turn of the century. The Pressed Steel Car Company is strongly of the opinion that the force will win out. Most distribution men will hope they're right. Here's why:

Cellular laminates in the form of freight cars are stronger while lighter than steel and can take impacts that would jiggle the back teeth of a whale. In the form of

Unicel freight cars, they can carry dry or refrigerated cargo with equal facility; can accommodate a good deal more payload than the conventional car; and incorporate advanced features for loading and for staying loaded. Moreover, they're easier to maintain and cheaper to build. But Pressed Steel isn't going out on a limb; all it says is that Unicel is as momentous a development in the transportation field as was the harnessing of steam power in the power field. They ought to know; they're old hands at momentous developments.

It was Pressed Steel, with its introduction of the all-steel hopper in 1897, that ushered in the era of the

metal rail car. Seventeen years later, Pressed Steel lent impetus to the trend by coming up with the first all-steel box car. And now, with an admirable display of flexibility, the Pressed Steel Car Company of 1950 has emerged with what might be termed the first full-blown reaction to the efforts of the Pressed Steel Car Company of 1897 and 1914.

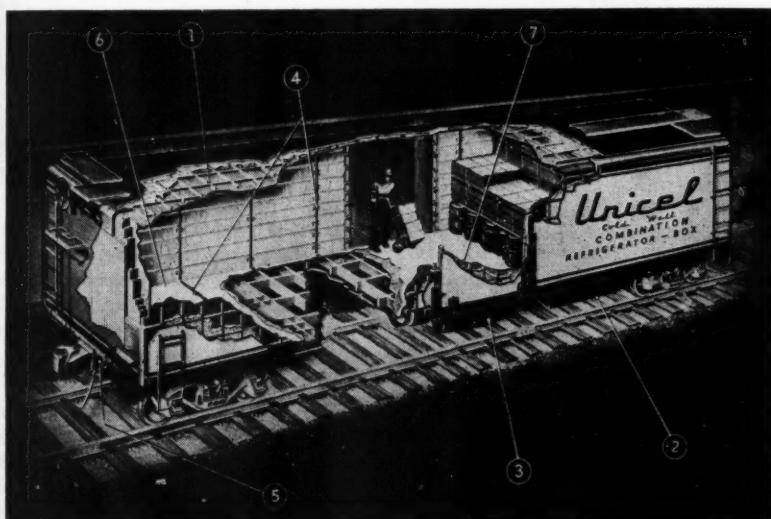
This is not to say that Unicel is an all-non-steel car; it misses that by a healthy 18,000 pounds. It's enough of a non-steel car, however, to be of considerable speculative interest in the current head-scratching over how to build up the steel freight-car supply when the steel supply itself needs building up. Unicel, as a combination box and refrigerator car (an all-box and an all-refrigerator model will be built later) uses 20 tons less steel than the conventional car; or, as one Pressed Steel executive put it: enough steel on a 1,000-car order to build 540 light tanks.

But Unicel's long-term significance lies not so much in what can be done with the 20 tons of steel it *doesn't* use, as in what has been done with the 4,500 board feet of cellular laminates it *does* use.

Bonding For Strength

Cellular laminates are, in a word, plywood—plywood sheets bonded grain-against-grain with special plastic resins, the lamination, or bonding, effected by the application

(Continued on page 41)



The main features of the Unicel car are illustrated in cutaway drawing: (1) cellular laminated plywood construction; (2) Frigidaire mechanical refrigerating unit powered by (3) diesel fuel; (4) built-in tie-downs; (5) floating draft sill; (6) hinged steel floor racks and round-cornered interior; (7) smooth, flush floor and door construction.

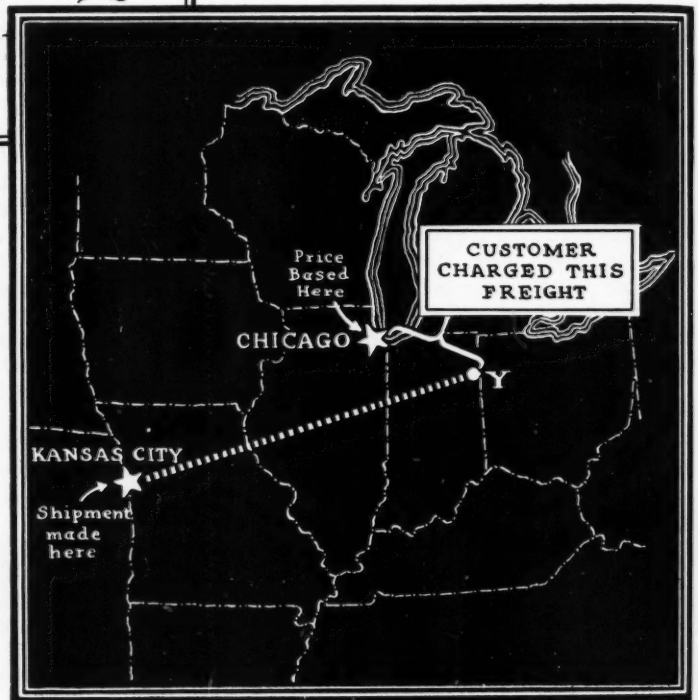
Basing Points

By H. T. GRISWOLD

*Traffic Manager,
Lamborn & Company, Inc.*



Here is the basing-point system at work. In both charts, the manufacturer bases his price on Chicago but makes shipments from his Kansas City plant. When, as shown above, the shipment is made to Point "X", a short distance from Kansas City, and the customer is charged freight for the longer Chicago-Point X distance, the manufacturer picks up an earning on "phantom freight." However, at the right the consignee at Point "Y" still receives his shipment from Kansas City, but pays freight only from Chicago. The effect of the system, therefore, is to equalize price at both destinations regardless of distance from Kansas City.



THE basing point decisions have caused many companies to re-examine their pricing, warehousing, and transportation policies. In such an examination, and in the subsequent development of new policy if this is deemed necessary, the traffic manager has the specialized training in warehousing and transportation to play a leading role.

Nor can the warehousemen, located, so to speak, at the other end of the scale, afford to ignore a situ-

ation which throws new light on public warehousing generally.

It is entirely possible that the impact of the basing point decisions on industry's distribution policies will mean new business for public warehouses. It is at this point that the self-interest of the warehouseman and the traffic manager join forces. The use of properly situated warehouses can soften the effect of the basing point decisions on corporate enterprise. Lost markets can be regained through

intelligent warehousing. But this is putting the solution before the problem. Let us look at the revealing background, historical and otherwise.

First, what are basing points? There are two main classes of basing point systems. Under the so-called "single" basing point system, the manufacturer selects a point upon which his selling prices are based and adds a "phantom freight cost," real or fictitious, to those prices. This system was em-

ts and Warehousing

Part One: THE LEGAL BACKGROUND

The problem of freight absorption has badgered American business and government for generations . . . How can the traffic manager find the solution?

played by the steel industry until 1924, when "Pittsburgh plus" was ordered discontinued by the Federal Trade Commission, a body which has about the same relation to business as the ICC has to transportation. Following the FTC's order, the steel industry began using the "multiple basing point system." In this method of pricing, the price of a commodity at any locality is represented by the selling price at the basing point plus the actual freight to destination from the nearest plant, freight-wise. Many products were sold under this method of pricing until its legality was questioned.

Basing point prices are delivered prices calculated by adding the established price at some point, called the **basing point**, and the specified freight charges from a plant or warehouse to one or several destinations. This method enables a seller to sell at a uniform price FOB his own plant to all destinations to which he has a freight advantage over competitors in his freight-earning or breakeven territory. In order to sell in a competitor's territory, a seller must absorb freight. This practice, at least in part, was condemned by the FTC because it was claimed that the seller based his selling price on his competitor's shipping point or used his competitor's basing points when selling to destinations in his competitor's territory.

The writer contends, however, that he actually is meeting a competitor's lower delivered price in

good faith, although his proof may fail.

Nevertheless, Federal Trade Commissioner Lowell B. Mason said on June 4, 1948, in appearing before the Senate's Capehart Committee:

"Freight absorptions are out. Zone prices are out. In my opinion anyone who uses freight absorption, zone prices, or an individual universal delivered-price system, operates under the shadow of illegality and certainly is taking a calculated risk. It is reasonable to say that 118,952 business enterprises will be concerned with these decisions [basing point cases]. Most of them follow the pricing habits condemned by these decisions, so I would say that we could make these folks really sweat blood before they get out of our clutches if we sued them."

History of FTC Action

The attack on freight absorptions by the FTC began in 1921, when a complaint was made against the United States Steel Corporation for the use of the "Pittsburgh-plus" method of pricing. This was the single basing point method of selling. All sellers, wherever located, sold FOB one basing point; in this instance, Pittsburgh. They never based sales at their own plants unless the plants happened to be located at the one basing point. In 1924, as previously mentioned, the Commission issued an order against the Pittsburgh-plus method. No attempt was made to

enforce it, however. Then in 1925, the Supreme Court approved the single basing point system in *Maple Flooring Mfg. Assn. v. U. S.*, 268 U.S. 563, and the multiple basing point system in the first Cement case (268 U.S. 588). The FTC, having failed in the courts, turned to legislation.

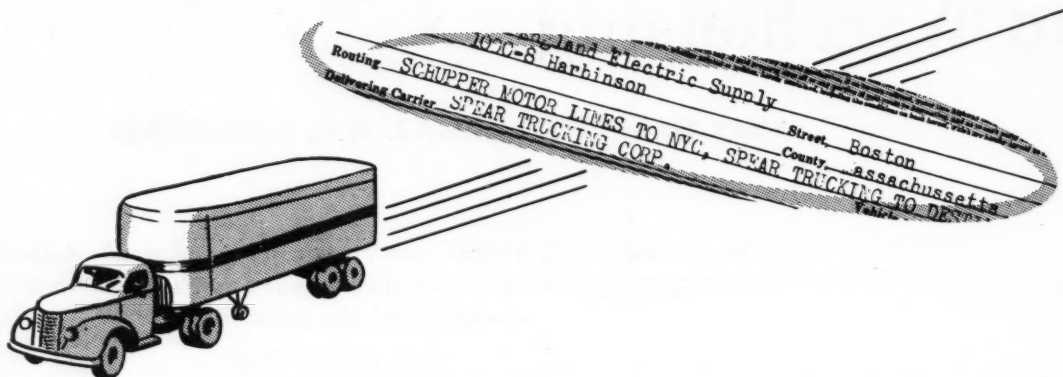
Passage of the Clayton Act in 1914 marked the first step toward regulation of prices. The Clayton Act had but limited effect, however, due principally to judicial reluctance to depart from the rule that, in the absence of malicious motives, a property-owner may dispose of his property upon such terms as he chooses. The applicability of the Clayton Act was extended in 1936, however, by enactment of the Robinson-Patman Act.

Also in 1936, Senator Burton K. Wheeler introduced a bill "to prevent unnecessary and wasteful cross-hauling." It later became known as the anti-basing point bill. This bill, which would have required FOB mill pricing, was supported by the FTC. After lengthy hearings before the Senate Committee on Interstate Commerce, the bill died in committee.

In 1940, the Temporary National Economic Committee recommended to Congress that the basing point system be prohibited by legislation. In TNEC Monograph Number 42 (1941), there is recorded the testimony of the then assistant chief counsel, Walter Wooden, who said, among other things:

(Continued on page 46)

Can the Shipper Rule the Route?



Whether or not the shipper can route beyond the initial highway carrier is a question surrounded by "confusion, uncertainty, and misconception . . ."

By JAMES W. LEE, Traffic Manager, Bendix Aviation Corp., Kansas City Div.

WHAT industrial traffic manager has not had the unfortunate experience of learning that the urgently needed shipment he expected via regular carrier was bogged down on the lines of a strange carrier because the originating truck line failed to observe the full route shown on the bill of lading?

What trucking-firm sales manager has not gnashed his teeth upon discovering that another carrier was transporting inter-line freight rightfully his but misrouted by the initial carrier in violation of the shipper's bill of lading route?

Motor carriers often solicit two-line tonnage originating at distant off-line points. Frequently, they find that the initial carrier has disregarded the bill of lading routing and transferred the freight to one of their competitors. Sometimes this is done to give the originating carrier a longer haul and thus a larger division of revenue; sometimes it is done to favor a trucker who is exchanging more desirable freight with the initial carrier than the specified delivering carrier. Whatever the reason, the consignee who alerted the specified carrier to

watch for his shipment and give it expedited handling may be subjected to production down-time and any number of other difficulties.

Few fundamental traffic precepts are surrounded with as much confusion, uncertainty, and misconception as the question of a shipper's power to specify the route beyond the initial motor carrier.

Routing of Rail Freight

The shipper's right to route his freight via rail has been so clearly defined by Part I of the Interstate Commerce Act that many persons assume the same conditions apply to motor carrier shipments. But read what the Interstate Commerce Commission said in 1936, in Administrative Ruling No. 24: "There are no provisions in the Motor Carrier Act similar to Section 15(8) [. . . the person, firm, or corporation making such shipment . . . shall have the right to designate in writing by which of such through routes such properly shall be transported to destination . . .]."

Moreover, in *Central Territory Motor Rates*, 8 MCC 233, 252, when shippers were complaining because

motor tariffs failed to show through routings, the Commission said: "There are no provisions in Part II which gives shipper power to route his shipment." Again, in *Hausman Steel v. Seaboard Freight*, 32 MCC 31, 34, the Commission said: "As Part II does not empower shipper to specify routing, Motor Carrier is under no compulsion to follow shipper's instructions . . ."

Motor carriers—and many shippers—are prone to accept these findings as final evidence that the shipper has no routing control beyond initial carrier. But these decisions were made in the early days of motor carrier regulation. While they still govern, the Commission has looked upon motor carrier misrouting from a different viewpoint in more recent years.

The decision in the case of *Metzner Stove Repair Co. v. Herman L. Ranft d/b/a as D. & R. Forwarding Co.*, 47 MCC 15, contains statements reflecting this new approach to the motor carrier misrouting problem. Here it was said: "Although Part II of the act does not specifically grant to shippers the right to designate the routes by
(Continued on page 44)

EATON

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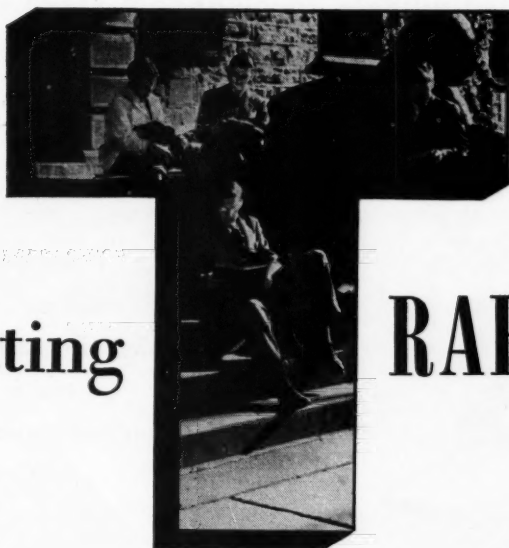
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Putting

RAFFIC

to the Test

It's quite a distinction to earn your letter on the traffic team

THIS month, at picked centers all over the country, men who have satisfied themselves that the rewards of traffic work stand at least a fair chance of canceling out its headaches, will take a long step toward earning the only emblem in the field affording them a measure of "professional" status. This is exam month at the American Society of Traffic and Transportation.

The certificate of the ASTT is at present the sole objective standard attesting to the competency of practitioners in the field of traffic and transportation. This—and its concomitant, the designation M.A.S.T. and T. (member of ASTT)—certifies that the holder has successfully hurdled the traffic-proficiency examination of the society.

The examinations, which are also given in June, may be taken by any man or woman properly registered as an applicant.* Exams consist of five parts, one of which is an original paper on some aspect of traffic or transportation in which the applicant has particular interest. The four writ-

By G. LLOYD WILSON

*Professor of Transportation and Public Utilities,
University of Pennsylvania*

ten examinations usually consist of 12 questions each, of which the candidate may answer any 10. Questions are graded not only on the basis of factuality, but also on interpretation of the problem, clarity of analysis, and organization of the answer.

The four written examinations cover the following subjects: (1) transportation economics or business; (2) the principles of traffic management; (3) general business, including principles of economics or economic theory, marketing, government or political science, geography, and finance and banking; and (4) the elements of interstate commerce law and regulation. Upon submission of proof of membership in the Bar of the ICC, either by examination or otherwise, an applicant may be exempt from the latter.

The subject of the paper comprising the fifth examination is selected by the candidate but must be approved by the director of education. The paper, which should run from 3,000 to 5,000

words, may be written before or after an applicant has taken any of the other examinations. The exams may be taken in any order the candidate chooses, and as many may be taken in any one period as the candidate elects. It is suggested, however, that, unless the candidate is exceptionally well prepared, he take not more than two in any one period. As mentioned, the society is presently conducting two examinations a year. In all likelihood, one of the exam periods will be eliminated after a few years. The semi-yearly program is being continued at present as an accommodation for those who wish to complete preparation for membership in as short a period as possible.

How Exams Are Prepared

Several months before the date set for each exam, the director of education selects five-man panels to prepare the questions for each of the four exams. The chairman of each panel receives suggested

(Continued on page 48)

*Applications may be secured from the registrar, E. H. Breisacher, P.O. Box 118, Middle City Station, Philadelphia 3. Registration should be completed at least 30 days before the exams.

Coast-to-Coast Accounting . . .



Operator works at one of the two bookkeeping machines which Greyvan has installed in its Chicago accounting department

*. . . is now swiftly
and accurately
done by machines,
and it saves
costs and greymatter
for Greyvan*

INSTALLATION of two accounting machines in its central-office accounting department has enabled Greyvan Lines, Inc., national household goods hauler, to cut by 10 days the time required to close its monthly books, complete its statements, and issue checks to its independent contractors.

Greyvan, a subsidiary of the Greyhound Corporation, employs independent contractors to handle its driving. Many of the drivers work exclusively for Greyvan, and many own their own trucking equipment. They are paid on a tariff-percentage basis.

In addition to operating its own offices in 38 states, the company has 300 agents in as many cities. All branches are authorized to issue drafts for various authorized expenses, but other expenses, including rent, are paid by check from the central office in Chicago on vouchers executed by the branches.

Books Closed Late

According to Walter W. Shearer, the company's vice-president and treasurer, "The only way we can have any control over this widespread operation is through central-office-accounting, but with the

thousands of transactions involved every month it was generally about the 25th of the following month before the books were closed, the statements completed, and the checks issued to the independent contractors. It was sometimes much later than that before we had any kind of picture of our actual status, and there were some types of statistics which we never had at all.

"In 1949, it was suggested that the installation of accounting machines might simplify the task. A survey by Remington Rand specialists indicated that two machines would probably handle the job.

"Now, a year later, we are saving 10 days a month. We close between the 8th and 10th, and our statements and checks to contractors are usually in the mail about the 15th. Daily postings are virtually up to the day.

"Another advantage is that we can do multiple operations at the same time. For example, as we break up revenue into its components (25 columns) on the sales-journal sheet, statements of hauled volume of individual salesmen are prepared simultaneously.

"The Commission journal, with 15 statistical columns produces in one operation detailed statement

sheets for the contractor and branch cost distribution pages for each branch concerned.

Detailed Statement Issued

"When the cash, voucher, and draft register is filled out—10 money columns plus eight others for other information—the check stub or settlement statement comes out on the same typing. This leads to advantage number three: Our contractors get a detailed, readable statement with their checks, with text explanations of every charge or credit. The truckman is easily able to check and analyze his income. Under the old system, his monthly statement contained only figures, and if the advance he got at Sheboygan slipped his mind it worried him and consumed our time until a check-back had explained the amount to him. If it were only for the increased satisfaction of our truckmen, we would feel that the accounting machines were worth while.

"In addition, we have a better breakdown of our figures and more information more easily accessible than we had before. And we have not even begun to tap the possibilities of using this statistical detail for analytical purposes."

To Every Management Seeking Better Methods of Distribution



Are you holding a good product down?

**Give your cargo a chance to fly
—watch your sales soar**

AS 1951 APPROACHES, more and more distributors are turning to Airfreight to gain a competitive edge in an ever-increasing competitive market. For, from dahlias to diesels, this modern form of transportation can develop new potentialities in any product with a wholesale value upwards of 50¢ per pound.

When cargo moves in volume at air speeds, you can compete successfully in distant areas with local manufacturers or enter new ones previously forbidden by your product's perishability. Today, it is demand alone, rather than time or distance, that defines the sales territory of the air-minded manufacturer.

Another benefit . . . equally important but not so apparent . . . is Airfreight's ability to lower the overall cost of doing business. Overnight deliveries reduce inventory requirements while lighter handling cuts insurance rates and eliminates the need to buy and pay freight on expensive packaging.

It is because of these many advantages affecting all phases of distribution that the original choice of Airfreight must be a management decision. Let an American Airlines representative tell the story of Airfreight in terms of your business and you'll readily see why today more than ever, it pays to do business from the ground "up." For complete information, write today to American Airlines, Inc., Cargo Division, 100 Park Avenue, New York 17, New York.



FIRST AND FOREMOST—

AMERICAN AIRLINES Airfreight

DAMAGED CANNED GOODS . . .

After a thorough inquiry, the AAR's canned goods specialist comes up with some findings which will help pin down the basic causes of damage

AN extensive survey of canned-goods damage has just been completed by the Association of American Railroads. Its purpose was to determine what the railroads and shippers can do to decrease damage to canned goods and deliver this product at destination in good order.

In 1939, the net claims paid on canned goods amounted to \$359,350; just 10 years later, these claims had risen to \$7,285,060. The average claim per car has risen from \$1.87 to \$19.43, or 939 per cent.

Rejection of damaged cans varies from one consignee to another and is influenced by the location of the damage on the can. For example, a moderate body dent directly beneath the vignette of the label may cause the can to be rejected (consignees state that a dent in this location affects the appearance of the can and renders it less salable in a self-service store), while the same dent in another area does not make the can rejection-worthy. This example is cited to show the importance of getting canned goods to destination in good order.

Coverage of Survey

The data gathered by the survey group were divided into four sections:

1) Cannery operations in relation to damage, including casing and storing.

2) Carloading (method used) and condition of fibreboard cases.

3) Measurement of fibreboard cases in relation to can size (sample cases were taken for laboratory tests).

4) Inspection of railroad equipment to determine the suitability

for loading and shipping of canned goods.

The results of the survey follow:

These steps in cannery operations were found to be factors contributing to damage:

● *Can track or runways* (body dents adjacent to seam, and seam dents): Damage which occurs when cans are allowed to roll down gravity runways unretarded can readily be eliminated by applying a friction brake. Usually the braking is accomplished by suspending a piece of roller chain or belting over the top of the runway. The chain or belting applies enough friction to decrease the can speed and eliminate seam damage and body damage adjacent to the seam.

● *Bar-type elevators* (seam dents which vary from light to severe): The seam damage which occurs as the cans hit the elevator bar can be eliminated by reducing the speed at which the cans enter the elevator or by timing the can entrance to the elevator, so that the can falls directly into the space rather than hitting the bar prior to spacing. Seam damage is readily rejected by the consignee and must be controlled in the cannery.

● *Retort crates* (seam and body dents occurred during filling for processing, and bail damage occurred when crates were overfilled): The filling of retort crates for processing is a source of much damage. Cans are swept off the take-off table of the closing machine and allowed to fall into the crates. Can seams and bodies are damaged severely when this practice prevails. Careless handling at this point not only damages the bodies and seams, making the cans unsalable, but increase the potential spoilage hazard as a result of leakage. When crates are filled in a

jumbled manner, they are oftentimes overfilled, and the crate severely damages the cans.

● *Continuous cookers and coolers* (seam dents, which vary from light to severe): The seam damage which occurs in this operation results when the can runways to the cookers and coolers are not braked, or when the equipment is worn and needs mechanical attention.

● *Unscrambling* (body dents and seam dents which vary from moderate to severe): The careless operation of the crate-dumping equipment often damages can bodies and seams. This problem is usually corrected by changing the personnel operating the equipment and watching for mechanical hazards.

● *Hand-casing* (body dents on larger-sized cans which vary from light to moderate): The greatest hazard in hand-packing is dropping cans back into the crate or on the floor. Can bodies are often dented when one can is placed adjacent to another in the car.

● *Mechanical casing* (light seam damage): Seam damage may occur as the cans are divided for the boxers; usually this is not severe. If the boxer is out of adjustment or not properly timed, a damage hazard exists.

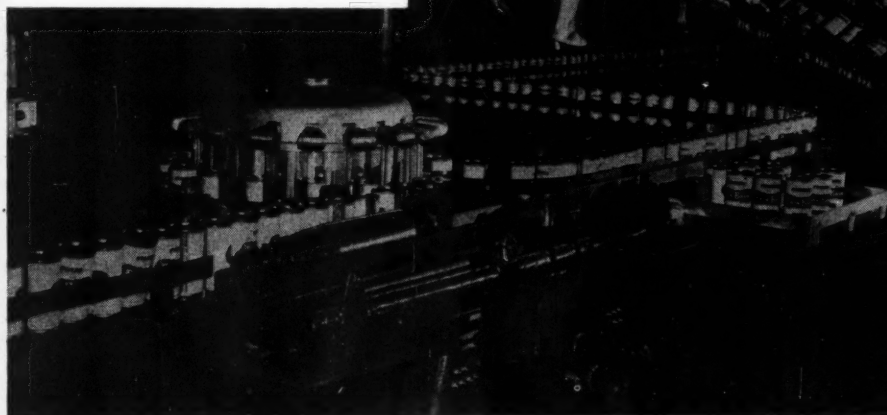
● *Warehouse stacking: Bright*—Body damage occurs frequently, usually when one pallet is stacked adjacent to another. The cans are left unprotected when stored "bright," and are subject to rust, corrosion and an accumulation of dust. Perhaps a fibreboard container could be constructed to protect the canned goods stored in this manner, thus readily reducing stacking damage.

Cased—Very little damage occurs after the cans are cased and stacked. Examination of numerous

... here's the story

By E. J. KRASKA,

Freight Claim Division,
Association of American Railroads



Top: Food-O-Mat Corp.

cases, however, showed that many cans had been dented prior to casing and stacking.

● **Labeling:** It was observed that body dents occur when the labeling machine is hand-fed, the source being the can track leading to the labeling machine. Damage is directly influenced by the track construction and the can size. The body dents at this point may appear beneath the vignette of the label.

The above-mentioned points may be easily corrected. Their correction will contribute greatly to decreasing damage.

The loading of canned goods in cars for rail movement is of the utmost importance. A poorly loaded car decreases the possibility of the

loading arriving at destination in good order.

With regard to loading, a variety of factors must be considered:

● **Bonded-block and straight stacking:** Bonded-block stacking is the same method as that used in warehouse stacking. In straight stacking, one case is placed directly on top of the other, and there is no bonding effect. The cases may tilt (sawtooth) when stacked in this manner, and damage is usually extensive.

● **Floor rack and floor covering:** Floor racks in refrigerator cars should be covered with fibreboard, and the cases loaded by the bonded-block method. The fibreboard will protect cans and cases from being

snagged on floor racks and thereby damaged. Rough floors of cars should be covered.

● **Fibreboard dividers** should be used between different-sized cases to prevent the edges of the smaller cases from creasing the panels of the larger cases. Case-creasing caused in this way results in can-body denting and ultimate rejection by the consignee.

● **Doorways** of box cars should be protected in such a manner that the cases cannot slip out into them and become damaged. This may be accomplished by using steel straps covered with used fibreboard cases or sheets of fibreboard. The door-

(Continued on page 75)

The Care and Feeding of

Installing and operating a conveyor system can be an uphill fight unless you realize the gravity of the situation

THE deceptive simplicity of gravity conveyors probably accounts for the off-hand way in which they are frequently purchased and used.

Handling by gravity conveyor has long been popular in the distribution field, both as a primary method and as an adjunct to other handling systems; however, the literature on the subject rarely offers the prospective user

any assistance in the selection and use of equipment beyond a description of the two basic types—wheel and roller—and a few simple rules for their employment. The purpose of this article is to give more detailed information on how and why gravity conveyors function as they do, and to call attention to certain rather common misuses. The types of gravity conveyors considered here are

not the highly engineered systems built for a special application, but rather the ready-made sections which can be combined to serve innumerable purposes in the field of distribution.

It is a fundamental principle of economical handling to "let gravity do the job." This gift of nature is the cheapest force available for moving an object. The gravity conveyor is one of several devices which permit us to use this force in a controlled manner.

The Rapids-Standard Co.

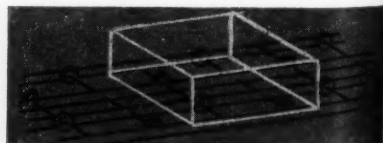


Inclined Plane and Wheel

A gravity conveyor combines two simple, basic machines—the inclined plane and the wheel. The inclined plane in the form of chutes and barrel skids is a familiar means of controlling the fall of articles to be moved from a higher to a lower level.

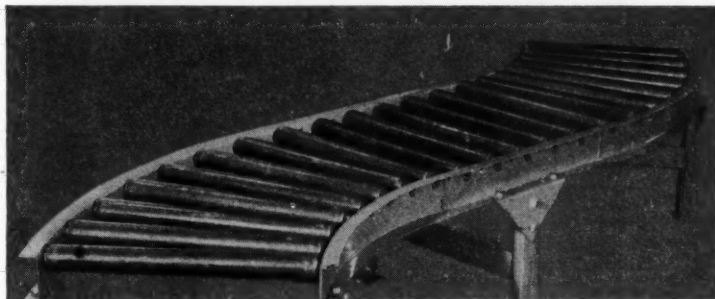
Experiments to determine the angle at which a magnesium chute should be placed for package-handling disclosed that the type of cartoned items handled in grocery warehouses start to slide when the chute is elevated to an angle of about 21 degrees with the horizontal—a 38 per cent grade. These same packages, however, start to move on a wheel or roller conveyor at an angle of about two and one-half degrees—a four and one-half per cent grade.

For all practical purposes, a wheel can be looked upon as a small segment of a roller. However, the conveyors into which each are combined to form a piece of handling equipment present



Gravity Conveyors

By D. O. HAYNES



Island Equipment Corp.

quite different types of bearing surfaces, and on this account each has its particular applications. For example, since there is more metal in rollers than in wheels, there is greater mass in the former, and therefore more inertia; so that a slightly greater pitch may be required for free motion of rollers. This point should be qualified, however, since the greater number of bearings in wheel conveyors can overcome this advantage.

Packages with firm, smooth surfaces ride almost equally well on wheels or rollers, while less-smooth and "softer" packages usually perform better on rollers than on wheels. There is a limit, however, to how "soft" a contacting surface can be and still be successfully handled on rollers. Surprisingly enough, certain containers, such as bags, which have always been bad actors on rollers, seem to ride quite well on wheels, provided a sufficient number of wheels per foot is used and a steeper-than-usual pitch is employed. When a filled bag is placed on a roller conveyor, the surface of the bag tends to drop down between the rollers and prevent free rolling action. When such a bag is placed on a wheel conveyor, however, the wheels tend to groove the package in the direction of travel, and the sections of bag between the wheels are drawn more taut, with the result that some bags which do not ride on rollers move fairly well on wheels.

The type of curved sections used with each system is another factor for comparison. When a package goes around a curve, the inside edge moves more slowly than the outside edge. Radially mounted wheels give a better differential action than solid rollers, and consequently there is less friction between the elements of the conveyor with the former than with the latter. Roller conveyors are frequently made with tapered rollers which have smaller diameters on the inside than on the outside ends. Another solution lies in using two or more lanes of rollers, which, in the last analysis, is what the wheel conveyor provides by its very construction.

From the standpoint of comparative investment, wheel conveyors are generally less expensive than roller conveyors of the same width, especially in the narrower sizes and with the usual number of wheels per foot. There is, however, a "break point" where the additional cost of the bearings required for several wheels per foot brings the price above that of rollers. The prospective purchaser who is able to use either type should check this before buying.

No attempt is made here to discuss the good or bad points of particular makes of conveyors. Type

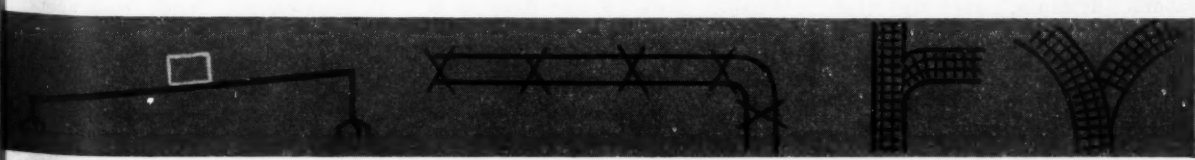
of construction, bearings, etc., should be carefully investigated by the prospective purchaser. Some manufacturers give elaborate details which are most helpful; others offer little more than a general description and illustrations of typical installations. Needless to say, the more detailed the specifications, the more readily can the company planning a set-up fulfill its particular needs.

Points to Check

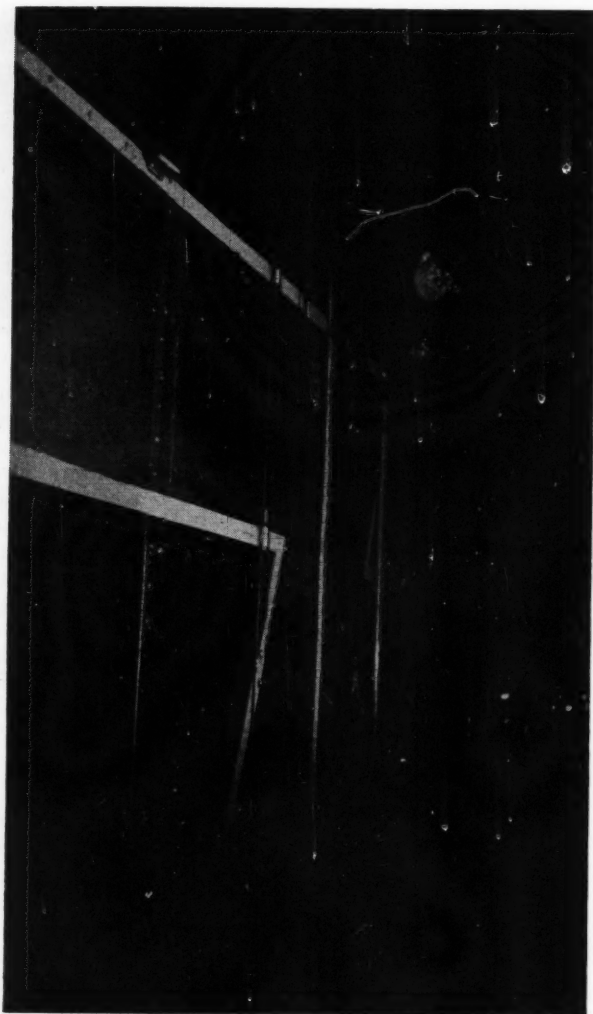
The following have become almost axiomatic guides in the matter of conveyor applications:

- In order to be "conveyorable" on a gravity system, a package or product must have at least one relatively smooth, firm surface. If it lacks this characteristic, it is sometimes practical to convey it on an auxiliary flat surface of plywood, pressboard, or a similar material. Another point to be considered is that various conditions may alter the nature of the surface. It is quite possible, for example, that a corrugated container which is normally firm may become "soft" in high humidity or if used to package a moist product. The actual conditions under which the package is to be moved must always be considered in selecting

(Continued on page 37)



The Railroads Have Labor Pains



New York Central

DURING the last few years, railroad management has been faced with a number of difficult problems, not the least of them the methods of payment to train and engine employees and the so-called "featherbedding rules" under which they operate.

It has been said that much of the success the Railroad Labor Act has had until recently in preventing strikes has been due to the willingness of management to agree to labor's demands, knowing that eventually rates could be increased. Today, one of the chief prerequisites to solving the rail transportation problem is that of securing a day's work for a day's pay in lieu

of the 100-mile basis for enginemen and the 150-mile basis for trainmen which now prevails.

In 1905, Congress passed the Hours of Service Act, which forbade railroad management from working train crews for more than 16 hours at a stretch. It was thought that beyond 16 hours operations would be unsafe. As the speed of trains has increased, particularly within the last 10 years, many astonishing hour-mile relationships have become fixed as a result. Enginemen and trainmen are sometimes able to cover enough mileage in less than 16 hours to build up several days' pay on the mileage basis.

Are rail workers pricing themselves and their employers out of the competitive transportation market?

By **JOHN H. FREDERICK**
Transportation Consultant

To illustrate how this works out for the railroads as a whole, attention is called to the ICC Wage Statistics Statement for Class I steam railroads for any month. Take the statement covering the month of November, 1949, as an example. Under the heading "Compensation" there are five columns. The first shows straight time actually worked, the second straight time paid for, the third overtime paid for, the fourth constructive allowances, and the fifth total compensation. The classes of employees listed are: (a) employees on passenger trains; (b) employees on through freight trains; (c) employees on local freight trains; and (d) yard employees. In the month under study, the last two groups worked almost the number of hours for which they were paid. But the other groups reveal a significant situation. For the month under review, passenger-train employees and through-freight-train employees were paid \$22,169,000 for straight time actually worked. They were also paid \$1,652,000 for overtime, or a total of \$23,821,000. But their *total compensation* came to \$39,795,000, revealing that they were paid \$15,974,000 for time not worked, plus "constructive allowances."

If the month of November, 1949, reasonably represents one-twelfth of the year, it is seen that these through-freight and passenger-train employees would be paid approximately \$191,686,000 in the course of the year for time *not* worked and for constructive allowances.

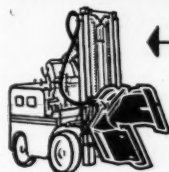
Until an aroused public opinion can be developed to understand that the demands of railway operating employees are taking away the very life-blood of the railroads, we will not accomplish much with legislation looking to a relief of these carriers from their present plight, which now so seriously jeopardizes the whole structure of transportation in this country.

Some may point out that labor demands are just part of the picture, that the railroads themselves could do much to increase their efficiency and lower their costs, and thus induce increased traffic. But increased efficiency and lower costs can be achieved in just one way—by the introduction of better equipment and better methods, all involving capital improvements. There is only one source of this capital—net earnings, either to be spent directly or as a basis for credit which will make it possible to sell securities to investors. If so great a part of gross earnings has to be paid for work not done, the possibility of having anything left for improvements or payments to capital is lessened. Rates remain high; shippers and travelers can and do turn to other carriers. For example, last August showed trucks carrying 36 per cent more freight than in the same month a year ago. Carloadings of the railroads for August last were but 15.4 per cent greater than in August, 1949; and rail merchandise LCL traffic, on which highway competition is most effective, was actually a little less than the year before.

What is happening is that through higher wages for shorter hours, through featherbedding operating rules, railroad employees are pricing themselves and their employers out of a competitive market. There is no question that their market is competitive, for shippers can turn their traffic over to highway carriers or operate their own trucks. That such competition is indirectly subsidized by public funds only increases this ability to compete in the matter of rates. Unless railroad management is willing to stand up and discuss the facts of this situation, we can expect labor to continue its exacting demands, confident that their unreasonableness will not be revealed.

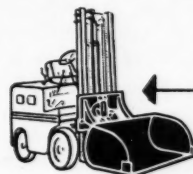
CLARK Attachments

MAKE THE CLARK
FORK TRUCK
"MANY MACHINES
IN ONE"



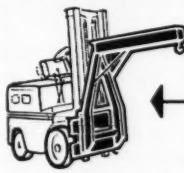
ROTATING ROLL CLAMP

Picks up a roll in either horizontal or vertical position and rotates it to the other



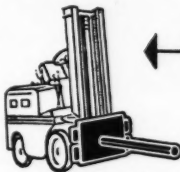
SHOVEL

For easy pick-up and dumping of sand, cinders, gravel, coal, aggregate and other bulk material



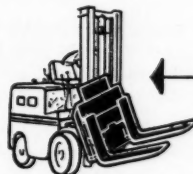
CRANE

For handling many large, unwieldy items unsuitable for forks and pallets; usually used with a chain



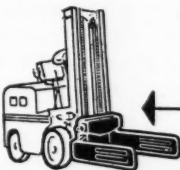
RAM

Handles coiled material, spools, castings and many fabricated units with openings to admit the ram



ROTATING FORKS

For handling and dumping special containers filled with scrap, bulk material and similar loads



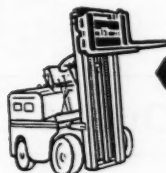
CLAMP LIFT

For handling a tier of boxes or cases, by gripping the bottom unit firmly between clamping arms



BARTEL DEVICE

For handling paper rolls—a core pin, hydraulically actuated, enters the top of the roll, and holds roll securely against a curved clamp-plate

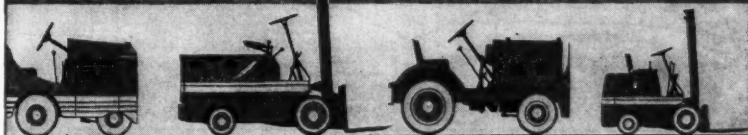


HI-LO-STACK

Free lift of more than 5 feet without increasing overall height; more than average tiering height and low clearance height



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THE NITL MEETS IN SAN FRANCISCO

(Continued from page 20)

Mr. Hollopeter said: "It is sentimental to say labor has the right to strike, when transportation companies are forced to continue operating even when they are losing money."

He was opposed by George H. Shafer, traffic manager of Weyerhaeuser Sales Company, St. Paul, who said: "We have not arrived at the point where we must legislate against strikes in utilities."

Palletization: The report of a special committee gave one of the most complete summaries of the situation regarding palletized shipping yet to appear, notwithstanding the fact "there were no broadly applicable developments . . . during the year . . ." However, the committee noted scattered advances in this field:

1) The ICC will soon make a decision on Special Docket I & S No. MV-3166, involving suspension of rates based on one-half fourth class on returned empty pallets via certain truck lines in Central Territory.

2) Item 11765 in Central States Motor Freight Tariff No. 255-G provides a one-half fourth-class rate on empty pallets from Michigan points to Indiana and Ohio points; these became effective without suspension.

3) Certain motor freight tariffs in California, and the state of Washington provide special treatment for freight shipped on pallets.

4) In San Francisco, the Board of State Harbor Commissioners has arranged to pick up empty pallets from all piers, segregate them, and hold them for pick-up by their respective owners on Pier 20; thus, shippers don't have to go to several piers to collect pallets; cost of this project is borne by the harbor board.

5) The league has asked the ICC to clarify language used in its *St. Johnsbury* decision so that it won't be taken to apply to palletized freight.

6) Some New York truckers now supply pallets as part of the truck, thus speeding up their loading and unloading time.

7) The AAR's freight-station section has made several statements during the year indicative of the railroad's desire to promote palletized shipping.

8) The NITL is now represented on a special committee set up by W. E. Braithwaite, commodity standards division of the Department of Commerce's industry branch; this agency has already done much work toward standardization of pallet sizes.

At the annual luncheon on November 16, Adrien Falk, president of S and W Fine Foods, San Francisco, and of the California State Chamber of Commerce, concentrated his remarks on the need for free enterprise. "We are now," he said, "at the point where government can go beyond the *indispensable* mark and become a threat to free enterprise. With a high standard of living has come a complicated political and social structure. How can cooperation and competition be made most effective, without loss of initiative nor departure from a free economy?"

* He condemned those businessmen who object to government interference, "then at the first sign of trouble run to the government for help." He said: "These weaklings should learn some of the economic facts of life, and how to fend for themselves."

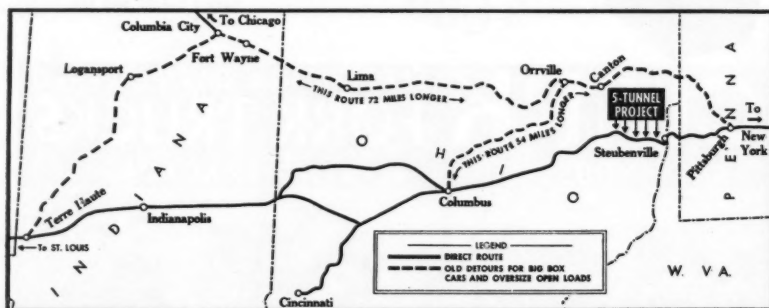
The next day, James K. Knudson, Defense Transport Administrator and member of the ICC, was roundly applauded when he promised that "no more controls would be exercised than are absolutely necessary." He promised, also, that such controls would be framed only after discussion with "the people with the know-how."

Referring to the Korean War and his job, Mr. Knudson said: "I hope this thing blows over next week—then it won't be necessary for me to use the delegated powers of President Truman."

The NITL's executive secretary, Edward F. Lacey, reported that the organization's membership had increased by 44 during the previous year, bringing the total to 1,497. Several membership applications received at the convention and not yet approved would bring the total to over 1,500. This is the highest roll-call in the league's history, said Mr. Lacey, and represents over 80 per cent of the nation's total freight tonnage.

In closing the convention, the league's new president, A. G. Anderson, general traffic manager of Socony-Vacuum Oil Co., Inc., New York, asked for continued cooperation from the membership. "We will continue to foster sound, effective, economical transportation in this country . . ." he said.

Pennsy Tunnels Out of Ohio Detour



Map shows how Pennsy's "Operation Bottleneck" will speed traffic through eastern Ohio

THE Pennsylvania Railroad has eliminated a major east-west detour with completion of its \$9,000,000 "Operation Bottleneck" in eastern Ohio. A string of five tunnels between Steubenville and Dennison, Ohio, built in the days when freight cars and locomotives were relatively small, but impassable when equipment grew larger, has been neutralized through by-passes around four of

the tunnels and modernization of the fifth. Previously, instead of Pennsy's east-west traffic highballing through between Pittsburgh and Columbus, it had to be screened for big cars, which were then sent on 72- or 54-mile detours. About 84,000 freight cars a year got this run-around at a cost to the railroad of \$1,410,360. The relocation was opened Nov. 15.

GRAVITY CONVEYORS

(Continued from page 33)

equipment. This factor may have a direct bearing on the advisability of using rollers or wheels and on how the elements should be spaced.

• The number of wheels per foot, or the spacing and width of rollers, is determined by three factors: the size of the package, the weight of the package, and the nature of the package.

The spacing should be such that at least three rollers or six wheels are under the package at all times. This usually assures a smooth ride. It is understood, of course, that the six wheels are set in alternate pairs. Axles of most ready-made conveyors are spaced on three-inch centers, so that the shortest package they can handle well is nine inches long.

The above are minimum spacings for good performance, but another factor may have to be considered—the weight of the package. Naturally, there is a limit to the load which each live element of the conveyor can support; the equipment should not be expected to handle packages beyond its rated capacity. Nor should frames be overloaded without adding additional supports. Manufacturers specify the total load which can be carried without undue strain on equipment. If the flow of packages is to be continuous, the accumulated weight on a section of the line must be taken into account in selecting equipment. Naturally, given a wheel conveyor and a roller conveyor of similar dimensions, the latter will be heavier and will therefore be capable of supporting heavier loads.

What's the Pitch?

• The pitch given to straight sections of conveyor is usually expressed as so many inches of fall in a given length. Actually, the pitch is so many inches of fall or rise in a given horizontal distance. The per cent of grade is found by dividing the amount of rise or fall by the given horizontal distance, and then multiplying by

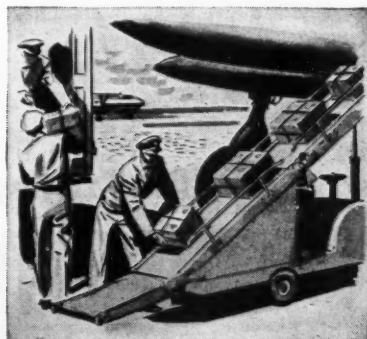
Completes 300 TV sets — meets daily quota (at a cost of \$4.70)



Delicate coils were needed by Midwest manufacturer to complete 300 TV sets . . . and Massachusetts supplier was 920 miles distant! Air Express assured delivery by 8 o'clock next morning, so manufacturer ordered 500 men to report for work. Shipment arrived 7:20 A.M.—production rolled! Shipping cost for 17-lb. carton only \$4.70! Manufacturer uses Air Express regularly to keep business in high gear.



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100. For example, a rise of 10 inches in 100 horizontal inches would be a 10 per cent grade. In the small elevations usually encountered in conveyors of the gravity type, there can be no appreciable error in using the length of the conveyor as the denominator.

Experience has demonstrated that most packages encountered in the grocery trade and in similar trades will flow on a conveyor having a pitch of one-half inch per foot, or two and one half inches in a five-foot length and five inches in a 10-foot length. This is equivalent to a pitch of a little over four per cent, or an angle of elevation of two degrees 18 minutes. Very light cartons may require almost twice this pitch for free travel, while those weighing over 100 pounds will more than likely move on a three per cent incline.

It is astonishing how frequently conveyor lines are set up without sufficient pitch to permit free flow. As small a grade as five inches per foot means a drop of 50 inches in a line 100 feet long. In

situations where it is impractical to provide this difference in level between the beginning and the end of the line, the only practical solution is to put a powered "booster" somewhere in the system to re-establish sufficient elevation to let gravity do its work. The conveyor manufacturers have worked consistently to show users the importance of substituting electrical power for human muscle power. This effort is bearing fruit, and we can expect to see fewer and fewer installations where the lines are practically level and men are stationed at critical points to push packages along. The wages of one employee freed from this kind of work will pay for the booster in considerably less than a year's time.

Where sufficient pitch is realized in a long line of gravity conveyor without use of a booster, the height of the conveyor at the feed end is often so high that packages have to be lifted too high for efficient handling. In this case, the take-off end is probably so low that men have to stoop to remove

the packages. Production in terms of pounds handled per man-hour is bound to be low when such methods are used.

Oftentimes, conveyors are set with a gradual slope because they are used for two-way traffic. In this situation, men sometimes push packages with comparative ease in one direction, and then when the flow is reversed, exert considerable effort to force them upgrade. Neither this nor the former condition is conducive to efficiency, and in letting either prevail, the user—either because he does not understand the principles underlying gravity systems or because he has a false sense of economy—fails to secure the real benefits inherent in letting nature help him in his handling operations.

Watch the Angle

Gravity conveyors are not chutes. Sometimes, however, a user will expect a comparatively level wheel or roller conveyor to receive packages from another section of gravity conveyor or from a belt conveyor set at a steep angle. Even where the angle is such that the package does not strike the wheels or rollers and stop, the jar to it is considerable in the process of leveling off. Most belt conveyors now incorporate means for making the contact with the gravity conveyor quite gradual. When two gravity sections are involved, a little ingenuity can solve the problem. A short piece of metal plate can be inserted near the end of the sharply inclined section to carry the packages over the junction point with the flatter section. Actually, what is done is to include a short metal chute to break the sharp angle at the spot where the two conveyors meet. The package-stops available with some conveyor systems have been employed by imaginative users for this purpose.

● The correct radius of a curve is determined by the length in the direction of travel of the longest package to be handled. The general rule is that the radius to the centerline midway between the inside and the outside edges of the curve should be as long as or longer than the longest package.

First Jet Transport on the Way



Lockheed's Constellation is dwarfed by its new big brother, the Super Constellation

NO American jet transport planes are yet in existence, but Lockheed Aircraft Corp., the nation's largest builder of military jets, is clearing the way for their eventual emergence. Lockheed's Super Constellation, unveiled in prototype form at the recent San Francisco meetings of the International Air Transport Assn., is designed to bridge the gap between the most advanced present-day planes and the jet airliner. It has been built to accommodate progressive engine modifications which will change it from a conventional type powered by reciprocating engines to an intermediate model with powerful new compounded engines, and finally to an ultra-modern machine moved by turbo-prop engines.

The Super Constellation, described as the first truly non-stop trans-Atlantic transport, is, as its name suggests, patterned after Lockheed's "conventional" Constellation. But the SC is bigger in all respects. Its 113-ft. 7-in. fuselage makes it the longest U. S. transport now planned for commercial service, and it has 30 per cent more power, 68 per cent more cargo space, and can carry 40 per cent more payload than its smaller brother.

Orders totaling \$50,000,000 already have been received from two airlines and the military. The prototype will be exhaustively test-flown prior to the initial flight of the first production model in April.

Of course, the width of the curve must be the same as that of the straight-section portions of the system. It should be noted that some manufacturers, when measuring the radius of the curve, use the radius of the inside edge. Others use the outside edge, and still others the centerline. It is important to know which is used, especially when careful calculations have to be made as to the amount of conveyor required for a given location. In sketching a layout with a single line to represent the system, the radius of the centerline curve is used. This should be noted on the sketch.

A penny-wise but often pound-foolish practice in evidence at times is that of securing deflection in a line by utilizing the play in connectors rather than by purchasing a curve to accomplish this purpose. It is sometimes practical to use this construction feature to deflect the line slightly, but when it is carried to extremes, packages are damaged. When a container moves from one straight section to another set at a slight angle to it, the package tends to continue moving ahead in the line of its original motion. It does not have to cover many sections before it has crept so close to the edge of the conveyor that it falls off. Here, the full force of gravity is at work!

To help packages move around curves, a drop of three inches is usually provided between the beginning and the end of the curve. Should there be a tendency for packages to bind or drag against a guard-rail, even more drop may be necessary.

• The matter of connectors can cause considerable trouble unless it is thoroughly thought through before equipment is specified. Connectors are the devices used to couple the various units of the conveyor together to form a continuous system. There is no standardized device for this purpose; each manufacturer has worked out something for use with his own equipment. Needless to say, it is generally impossible to hook together sections of conveyor produced by different manufacturers, so that when a user is committed to a certain make, he



Traffic Manager Discovers Flying Tiger Air Freight is Cheapest Way to Ship EVEN WHEN SPEED IS NOT A FACTOR

PROBLEM: A California aircraft manufacturer shipping propellers from New York by rail had to use heavy specially designed crates to prevent damage enroute. **SOLUTION:** When smooth, shock-free air freight was tried, it was only necessary to wrap the blades in felt and pack the hub in a light plywood box. **DISCOVERY:** slow surface transportation was actually costing 62% more than air.

In explaining why he now in-

vestigates air freight for everything, regardless of size, weight or urgency, this Traffic Manager states: "... it would be a serious mistake to stop with a mere comparison of rates. The big saving by air is usually in reduced weight and packing costs."

COMPARE ACTUAL FIGURES!

Per Propeller	Crating Cost	Gross Weight	Crating Plus Transportation
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AIR	\$25	482 lbs.	\$101.64
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will more than likely have to use the same kind should be care to extend his system beyond its original scope. It is quite easy to work out the connectors to be used in a permanently established line, provided the kinds of connectors on the various elements—straight sections, curves, switches, spurs, etc. — are known. Difficulties usually arise when there is an attempt to use the same elements in different arrangements. Suppose, for example, that a 90-degree curve is to go to the left in one set-up and to the right in another. This means that the ends will be reversed; now, unless proper connectors are provided, the ends will not match with the straight sections in their new position.

When conveyor sections are bought without considering connectors, employees resort to such expediences as breaking off the connectors and fastening the sections together with wire or cord to keep them from separating.

- The dimensions of the package

across the line of travel determines how wide the conveyor should be. If the wheels or rollers are set low, i. e., below the top of the support frame, the width must be such that the widest package will ride without overhang. In certain instances, however, it is advisable to let the frames act as guard-rails; but more flexibility in package width is possible when the live members are set higher than the level of the frame.

For many years, wholesale grocers and chain stores in the food field used gravity conveyors 12 inches wide. While this width is sufficient to accommodate the majority of packages handled in these fields, most of the new installations in such establishments are 18 inches wide. Two reasons account for the change: First, it is much easier to feed packages onto a wider surface; and second, where boosters are used, less accurate positioning of packages is required. Time-and-motion studies of conveyor operations are re-

sulting in many changes in traditional methods and equipment.

- Far too many purchasers of gravity conveyors equip themselves with straight sections and perhaps 90- and 45-degree curves without considering auxiliary devices which—though they add slightly to the total investment—make the system more nearly engineered to individual requirements and therefore soon pay for themselves. Switches and spurs frequently help solve tricky situations. Hinged gates, sections mounted on permanent but mobile stands, and non-standard lengths and curves to fit given conditions are refinements which make the difference between a makeshift system and a tailor-made installation.

A few dollars invested in proper stands will do much to improve the usefulness of gravity equipment. Much time is wasted by employees in hunting for crates or cartons to be used as supports for conveyor lines, when stands set at the proper height are readily available at little extra cost.

The same criticism applies to the lack of foresight in neglecting to place hinged sections in the line. These units are not expensive, and their inclusion at selected spots will eliminate the time lost by workers in having to walk considerable distances to get around the conveyor line or in having to climb over or squeeze under the line to get on the other side.

Require Good Care

- Many companies invest good money in gravity systems and then take the attitude that the equipment will continue to function properly without maintenance. To be sure, the amount of money tied up in gravity conveyors is usually small compared with the amount spent for mechanized equipment, but this is small reason for neglecting the former. If conveyors were given the same careful treatment and maintenance as more expensive equipment, they would serve their users better and longer. A gravity conveyor system is considered a good cheap way to move materials. It is, but only if properly employed.

Winner in Packing-Handling Contest



(Left) From production line to pallet pack. (Right) Three pallet pack containers hold 240 loudspeakers in 84 cu. ft., compared with 122 cu. ft. needed in smaller packages.

A PALLET pack for 12-in. loudspeakers, designed primarily for motor-truck shipping from RCA Victor's electronic-components plant in Camden, N. J., to its television assembly plants in Bloomington and Indianapolis, Ind., was co-winner of first prize in the "materials handling" classification at a recent competition sponsored by the Society of Industrial Packaging and Materials Handling Engineers. (For further on contest, see p. 46.)

The pallet pack, a 38x46-in. corrugated container which holds eighty 12-in. speakers in two separate tiers, replaces smaller containers which held four speakers each. The pack has already resulted in major savings for RCA, owing to:

- A 50 per cent increase in cubic density with a proportionate increase in truck pay-

load. Reduced cube also means warehousing economy.

- A 61 per cent saving in labor and material cost. Minimum effort is required to assemble box and pack speakers at the end of the production line and to unpack at television assembly line.

- Simplified handling through elimination of numerous small packages. All manual handling eliminated; fork pallet trucks used exclusively.

- Greater protection in shipping and storage.

The pack consists of pallet, tube, partitions, divider pad, separator pad, and top tray, all of corrugated board of various strengths. It was developed by RCA package designer Joseph P. O'Hanlon.

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UNICEL FREIGHT CAR

(Continued from page 21)

of tremendous electronic pressures. The result is a product which, pound for pound—as used in freight car construction—is stronger than steel.

But this is only half the story. It's the other half that makes Unicel a car worth watching.

While plywood can be bonded to form an immensely rugged product, it can be bonded and *shaped* to form a product which is stronger still. It is this quality which Pressed Steel's engineers have drawn upon in developing the Unicel car. What they have done, to put it in the simplest of all possible terms, is to shape 4,500 board feet of plywood into a freight car.

True to its name, Unicel is, literally, a single cell. In this quality lies the secret of its strength. Unlike the conventional car, which derives its strength from its individual parts, Unicel draws its strength from its shape. This is the application of aircraft-engineer-

ing principles to freight car construction, and, in one sense, it makes the Unicel car about as similar to the conventional car as a B-29 is to a box kite.

Generally speaking, today's freight cars are built on the same engineering principles as their forerunners were 50 years ago. The standard car has a center sill of steel on which a steel framework is set. A box of wood or steel is built around this framework, and the roof and ends are then riveted or welded on as separate parts. Cars built on this pattern are both heavy and damage-susceptible. All impacts are borne by the center sill, which transmits them to its neighboring members. In the end, the whole car takes a beating.

In Unicel, because floor, sides, and roof are molded together into a single structure, impacts are spread over the entire "skin" of the car. And because this skin is of

plywood, Unicel is several tons lighter than its steel cousin.

Tests conducted at Armour Research Institute showed that strength-through-shape gave Unicel considerably greater impact power than exists in "right-angle" cars. The latter must be built to allow for forces which hit as hard as 50,000 pounds per square inch; Unicel's design keeps these forces down to a maximum stress of 3,000 pounds per square inch.

Putting this another way, railroad men consider speeds of four to 10 miles per hour collision speeds, depending on the conditions of impact. No car is expected to stand up under repeated impact at these speeds. Yet, according to Pressed Steel, Unicel has been repeatedly impacted at speeds in excess of 15 miles per hour without damage.

In part, this may be due to another Unicel feature having nothing at all to do with the pliability of cellular laminates. A floating draft sill has been built into Unicel's ends. Forces flowing into the car are cushioned beforehand by

The railroad-engineering fraternity, it is not unlikely, will gobble up the Unicel story with something approaching voraciousness. But what about the shipper? A man whose chief concern is marketing a product is apt to find a diet of compressed rubber, floating draft sills, and molded plywood somewhat indigestible. Likely as not, he'd throw up his hands after a while and say, "Look, just tell me how I can get a load of soap powder to Oshkosh."

What—in less-than-carload words—does Unicel offer the shipper? As might be expected, Pressed Steel's answer is, "plenty."

Two Cars in One

For one thing, Unicel is a combination box and refrigerator car. It would be a simple matter, to offer one example, for a canning company to use the same Unicel car to bring a refrigerated load of raw fruit or vegetables into the canning plant and take a dry load of canned goods

out. The conversion from refrigerator car to box car would be effected by the simple expedient of shutting off the Frigidaire cooling unit that constitutes the mechanical end of Unicel's refrigeration plant.

Though the Frigidaire unit is Unicel's source of cold air, it is by no means the extent of its refrigeration system. As a refrigerator car, Unicel might be described as an outsize late-model household refrigerator on wheels, for, like the kitchen refrigerator, Unicel refrigerates on the "cold-wall" principle.

The inner wall of the Unicel car is a radiant, cold surface. Between it and the outer wall is a new type of silicate insulation—a combed fiber glass, called Ultralite. This insulated structure is Unicel's cold wall. It is a sealed, moisture- and vapor-proof compartment into which is directed the lion's share of the cold air put out by the Frigidaire unit. The Unicel cold wall, according to Pressed Steel, is effective enough to hold large quantities of un-dehumidified fruits and vege-

tables in a state of crispness comparable to that afforded by the "crisper" drawer of the household refrigerator.

The Frigidaire unit, which is diesel-powered while the car is enroute and is plugged into a power source at sidings, blows into the interior of the car only enough cold air to counteract the heat produced by the enzymic action of fruits and vegetables. The rest goes into the cold wall. By twisting a dial on the Frigidaire unit, optimum temperature conditions can be created for a range of commodities which runs all the way from fresh-cut flowers to auto parts. Products requiring ventilation will get that, too. Cold-wall refrigeration is not only inexpensive, says Pressed Steel, but it has the added advantage of sparing produce from the buffets of high-velocity air currents so often present in cars refrigerated by mechanical means.

But quality is only half the claim that Pressed Steel makes for Unicel's refrigeration system. Quantity is the other half. Here's how Unicel, used as a refrigerator car, stacks up dimensionally against a conventional ice-bunkered car:

	CONVENTIONAL CAR	UNICEL
Inside Length	40 ft.	49 ft.
Weight	58,700 lbs.	41,000 lbs.
Floor Area	283.5 sq. ft.	396 sq. ft.
Usable Volume	2,200 cu. ft.	4,080 cu. ft.
Load Limit	77,300 lbs.	128,000 lbs.

Unicel's high capacity, according to Pressed Steel, is due in part to the fact that its sides and ends are molded together to form rounded corners. Still another quality claimed for the car is credited to the same factor. This is what might be termed its cleanability. Because there are no holes or cracks to catch dirt, reasons Pressed Steel, less dirt will be caught and therefore less cleaning will be required. The smooth finish of the walls is another point calculated to cut down clean-up time. Taking all of the car's dirt-catching factors into consideration, Pressed Steel has arrived at the conclusion that 10 minutes is all that's needed to give Unicel a good sprucing-up.

Loading up is a different matter, though. On this score, Pressed Steel's calculations have been somewhat less precise. All it maintains here is that "substantial savings in

California Furniture Gets an Airing



Loading part of initial pooled shipment of 9,000 lbs. destined for Chicago and New York

THE Furniture Manufacturer's Assn. of Southern California and The Flying Tiger Line have entered into an agreement whereby the former will pool the eastbound shipments of its members and thereby secure highly favorable rates for them from the air carrier. Rates are said to compare favorably with rail LCL rates. As a result,

it is reported, eastern stores are instructing their Southern California suppliers to take advantage of the FMA pool. Shipping by air has the added advantage of permitting cargo to go forward with less packing than is necessary for surface transportation. Southern California is the second-largest furniture-producing center in the country.

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carloading time are possible." But its modesty goes no further, for in discussing loading, it gets into "Unistrapping," and in Unistrapping, Pressed Steel really feels it has something. Unistrapping is Unicel's answer to the loading problem. Permanent anchorages for steel strapping are built into Unicel's walls and floor. In loading, the strapping is threaded through the anchors and overlapped about 18 inches. A light, specially designed gate is placed in front of the lading, and the ends of strap are brought around the gate and sealed. Thus, heavy, nailed-in wood bracing is unnecessary, with results that are visible on the car walls and in the dunnage bills.

LCL shippers will be able to segregate their loads with "strap-in" car-height gates, secure in the feeling that, if nothing else, they have made it immeasurably more difficult for anyone to walk off with half their load and send the other half to Milwaukee, when it was destined for Minneapolis.

The Unistrapping system is now undergoing tests by the steel-strap-

ping companies, which are sticklers for making people substantiate their claims; so it will not be available initially. Pressed Steel is far from desolate about this, however. The anchorages will be there, and it suggests that initial users of the car try "uniting."

Present plans call for quantity production on Unicel by early 1951, with first deliveries scheduled for April or May. Pressed Steel says they'll cost less than standard cars; it is figured that for every 1,000 conventional models the railroads could buy, they can get 1,200 Unicels.

Thus far, two financing plans have been advanced, with a third in the offing. One, the Equitable Life Assurance Society plan, is a lease plan under which cars are leased to the railroads for a period of about 15 years, after which they no longer have "financial life." They will still have freight-carrying life, however, and in all likelihood the railroads will be able to buy them outright for a price well below their actual worth. Under this plan, Equitable will pay 80 per cent of the purchase

price and Pressed Steel 20 per cent. The bulk of the cars ordered in 1951, the first year, will be financed on this plan.

The second plan entails simple outright purchase on the part of the railroads—if outright purchase by the railroads can ever be termed simple. Owing to the railroads' lack of cash, it is expected that only a small percentage of cars ordered over the coming year will be financed in this manner.

Pressed Steel has already received orders for a substantial number of cars, but Unicel has not yet received the official certification of the Association of American Railroads. The car has been rigorously tested, and in fact is currently being put through further paces near Chicago. Pressed Steel executives are losing little sleep worrying about the outcome of these tests. They feel so good about Unicel, in fact, that they're already laying plans for a highway trailer built on the same principles. As for the hard-pressed shipper trying to get his soap powder to Oshkosh—all he can do is wait and see.

CAN THE SHIPPER RULE THE ROUTE?

(Continued from Page 24)

which their property should be transported by motor common carriers, such carriers are charged with the duty, under section 216(b) of the act, to establish, observe, and enforce just and reasonable regulations and practices relating thereto. Misrouting is an unreasonable practice. . . ." In other words, although the shipper does not have actual legal control over the routing, the carrier is guilty of an unreasonable practice if he fails to observe the bill of lading routing.

A number of other cases support this finding. In *A. & P. v. Ontario Freight Lines*, 46 MCC 237, 238, the Commission said: ". . . It [carrier] must observe just and reasonable routing practices. The latter duty arises under the provisions of Part II relating to reasonableness and is not affected by the fact that that part does not specifically grant to shippers the right to designate the routes by which their property shall be transported by motor common carriers. . . ."

Notwithstanding the clarity of the regulations giving shippers the right to route their rail freight, misrouting was found to be an unreasonable practice in *Woodbury Lbr. Co. v. Director General*, 57 ICC 324. The application of this principle to motor carriers was given impetus by *Eastern Aircraft v. Fred Olson & Son et al*, 47 MCC, decided in July, 1947.

Thus, we see that modern legal interpretation has strongly favored the theory of shipper control of motor carrier routings.

A motor carrier's failure to observe specified through routes may be attacked from yet another approach. This viewpoint is ably stated in J. H. Tedrow's fine book, *Regulation of Transportation*. Mr. Tedrow maintains that while the absence of shipper-routing provisions in Parts II, III, and IV of the Interstate Commerce Act could be interpreted to mean that the shipper has no actual legal control, the lack of such provisions is not necessarily a denial or prohibition of this right in instances where motor carriers maintain through routes or

joint rates and accept a shipment on a bill of lading on which the shipper has inserted a routing. He holds that the carrier assumes the obligation of observing the full routing, because in signing a bill of lading the carrier has executed a valid contract and accepted all of its terms.

Therefore, it appears that a shipper whose written routing instructions have been disregarded by a motor carrier has recourse to the Commission by charging that the carrier has violated Sections 216(b) and (c); or he may choose to file civil suit for contract violation.

Where differences in rates exist between the route specified and the route used, the shipper is obligated to pay only the charges applicable via the route specified. The carrier must select the route which would be least expensive for the shipper (unless it be unreasonable) even when no routing instructions are given on the bill of lading. Under these conditions, some authorities contend that the consignee should pay the freight bill, then file an overcharge claim against the initial carrier who misrouted the shipment.

On the other hand, the rate departments of many shippers follow the practice, before making payment, of reducing the freight bill

to the rate applicable via the route specified on the bill of lading. This practice is supported by a decision (No. 396051), of the Superior Court of Suffolk County, Mass. This court held that the defendant need not pay the higher rate which resulted when the carrier failed to observe the bill of lading routing.

If it is a motor carrier's duty to forward *unrouted* freight by the cheapest-rated route, as the Commission has clearly established, then it is reasonable to assume that a carrier does not have the right to disregard a shipper's routing and forward the shipment by a higher-rated route.

Now, returning to the trucking company's sales manager, what recourse, if any, does he have? He worked diligently to persuade the consignee to route the freight via his line and the initial carrier, but by the action of the latter, another firm received the benefit of his efforts.

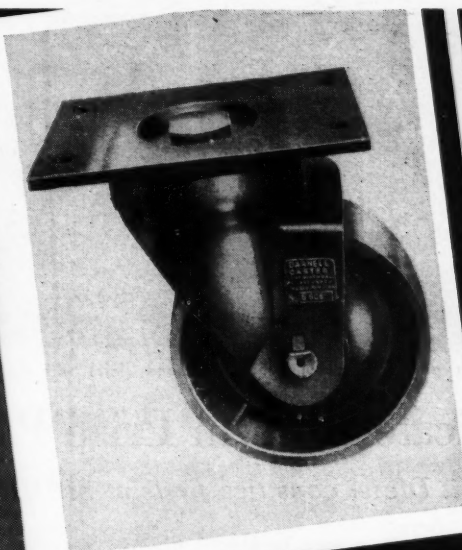
If he worked for a railroad the answer would be simple. By application of Section 15 (9) of the Interstate Commerce Act, the other carriers would be liable to him in a suit or action for the lost revenue. However, Part II contains no comparable provisions. Actually, there appears to be no standard recourse for the injured carrier, apart from a vigorous complaint that the other carrier failed to keep his part of the agreement. Of course, he could

New Packing Consultant



DISTRIBUTION AGE is pleased to announce the appointment of Allyn C. Beardsell as its consultant on packing and packaging. A graduate of Harvard, Mr. Beardsell is staff consultant with Container Laboratories, Inc., which maintains research and testing facilities in New York, Chicago, and San Francisco. He was formerly supervisor of merchandise packaging and warehousing methods with Western Electric Co. Mr. Beardsell is well-known in the packaging field, being chairman of the Packaging Institute's shipping container committee, and is active on the staff committee of the American Ordnance Association's packaging division. He is currently conducting series of packaging lectures at New York University.

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urge the shipper to make an issue of the misrouting along the lines of action previously mentioned, but at best that might be termed second-hand revenge.

A written contract making the destination carrier's willingness to solicit interline business for the origin carrier contingent upon the latter's observance of the bill of lading through-routing bearing the destination carrier's name might be of value. Perhaps a statement should be incorporated in the agreement, whereby the origin carrier would reimburse the soliciting carrier for any revenue lost by misrouting on the part of the former. However, the mutual confidence evidenced when two carriers agree to solicit freight on each other's behalf should be sufficient.

Pointers for Shippers

Shippers can avoid difficulties caused by carrier misroutings by sifting the pronouncements of over-anxious solicitors and making certain that the route they select is an open one which will take application of the through rate. Special

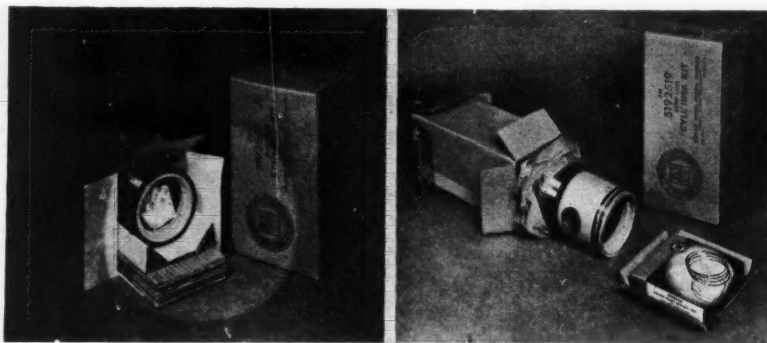
attention should be paid to routing tariffs or guides which most reliable carriers file with the Commission where joint line handling is involved. For some years, the Commission has held under consideration a requirement that carriers furnish and file routing guides, but the order is still under postponement. In some territories, shippers complaining about the lack of good joint line service should investigate the rate structure in the area. Perhaps the carriers are unable to maintain joint routing arrangements due to a non-compensatory rate structure which furnishes inadequate revenue for the purpose.

In all probability, the majority of motor carriers in this country have been involved in a situation of this kind at one time or another. The problem is of such general interest that it certainly offers a fertile field for action by some carrier association.

The Regular Common Carrier's Conference of the ATA suggests a logical starting point for voluntary policing of misrouting and other undesirable or disputed acts among

motor common carriers. The freight-claim section of the ATA, under the very competent direction of John M. Miller, has done much toward establishing fair practices and improving relations between motor carriers themselves and between motor carriers and shippers in the settlement of loss and damage claims. Expansion of their function to include arbitration of misrouting disagreements between carriers would be considered another progressive step by many shippers and carriers.

Only a few factors of the motor carrier misrouting problem have been discussed here. The increase in volume of motor truck traffic, which the Bureau of Motor Carriers anticipates will swing into high in the near future, will undoubtedly mean more misrouting due to congestion and the inability of some carriers to accept freight because their docks are jammed or because they lack sufficient equipment. The subject is one which well deserves thought and consideration on the part of motor carriers and shippers alike.



Detroit Diesel's prize-winning cylinder kit package (left) with package formerly used.

Intricate Parts in Prize Packages

Detroit Diesel cops two firsts at SIPMHE contest

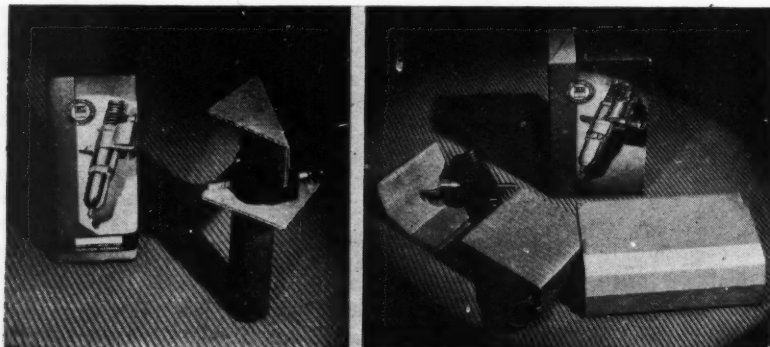
IF credence can be placed in the critical faculties of contest judges, the Detroit Diesel Engine Division of General Motors should post an exemplary damage-claims record from here on out. At the fourth annual protective packaging and materials handling contest recently conducted by the Society of Industrial Packaging and Materials Handling Engineers, C. L. Foy, Detroit Diesel's package-designer, took two first prizes in the six packaging classifications.

Mr. Foy's winning entries were in the "corrugated or solid fibre box" classification and in the "general" classification. For the former, he submitted a package for Detroit Diesel's cylinder kit (above), a service repair aid containing all parts necessary to overhaul a diesel-engine cylinder. These include cylinder liner, piston, piston pin, retainers, and a full set of rings. Mr. Foy's entry for the general category was a package for the company's fuel injector assembly (below), the

highly precisioned heart of GM diesel engines.

The big problem with the cylinder kit was to keep the susceptible piston rings from being damaged by the other parts. In the old package, the rings were put in the top section; now they are placed on the side, protected by a special corrugated pad. A corner insert between cylinder liner and ring protector gives added protection. The spiral-wound wax-coated paper tube serves only to immobilize the piston within the liner. The new package affords a six per cent reduction in cube and a 14.5 per cent reduction in packaging costs.

The injector package, designed for merchandising as well as protective value, has meant a 17.1 per cent cube reduction, a 5.9 per cent weight reduction, and an 18.5 per cent reduction in packaging costs. The old container was a kraft folding carton with lock-type tucks; the new one is a convolute-wound telescope-type fibre can.



New injector package and contents (left) and old package. Note larger size of old pack.

BASING POINTS AND WAREHOUSING

(Continued from page 23)

"No more vitally needed legislation within the scope of the committee's functions can be suggested than that of directly prohibiting the basing point system by Congressional mandate."

But Congress took no action. The FTC, in its annual reports of 1944 and 1945, recommended that Congress take up "for serious consideration" the TNEC recommendations. Still Congress failed to act.

Failing to get the legislation necessary to end basing point practices, the FTC now began a new method of attack. A number of businesses were prosecuted as "conspiracies." The Commission claimed in *Salt Producers Assn. v. F.T.C.*, 134 F. (2d) 354; in *Milk and Ice Cream Can Inst. v. F.T.C.*, 152 F. (2d) 478; and in *Fort Howard Paper Co. v. F.T.C.* 156 F. (2d) 899, that the sellers had entered into agreements to use delivered prices and freight absorption methods of selling as part of a combination to fix prices. The courts upheld the Commission, whose arguments were based upon little more than that the organizations in question were selling at a uniform price. However, in the *Allied Mills* case (168 F. (2d) 600), the court said: "A uniform participation by competitors in a particular system of doing business, where each is aware of the other's acts and where the effect is to restrain commerce, is sufficient to establish an unlawful conspiracy." Since the above decision, the Commission has assumed a grand offensive against business.

Major Basing Point Cases

In considering the major basing point cases it is well to bear in mind that the Commission and the courts attack by using three statutes — the Clayton Act, the Robinson-Patman Act, and the Sherman Anti-Trust Act. In addition, the complaint may originate under Section 5 of the Federal Trade Commission Act or, as mentioned above, under a conspiracy

count. In monopoly cases in which violation of the Sherman Act is alleged, size is important, yet no offense *per se*; however, the mere act of communication between apparent competitors on the subject of prices is apparently an obnoxious offense in the eyes of the law.

In the final analysis, proof of conspiracy depends upon the evidence, of course—especially when the complaint is based upon price discrimination through concerted action by the sellers. To prove conspiracy requires time, labor, and a great deal of effort. The FTC sought an easier approach.

Uses Robinson-Patman Act

It was decided that the Robinson-Patman Act was the statute which would enable the Commission to reach the pricing methods of an individual seller. Thus, in 1938 and 1939, the Commission filed eight separate complaints against the producers of corn products. The Commission did not complain of the pricing methods, but of the individual use of a basing point other than the point of shipment. Corn Products Refining Company (324 U.S. 726, 1945) and A. E. Staley Manufacturing Company (324 U.S. 746, 1945, appealed to the Supreme Court.

The Corn Products Refining Company had two plants, one in Chicago and one in Kansas City. Sales were made based upon the price at Chicago plus freight to destination, whether the shipment was made from Chicago or from Kansas City. When shipments were made to destinations where the freight was less than the freight from Chicago, the seller picked up an earning. If the freight rate was 50 cents per cwt. from Chicago to X and 40 cents per cwt. from Kansas City to X, the buyer at X paid 50 cents, even though the car moved from Kansas City. The seller earned 10 cents per 100 pounds, or, as the court called it, "phantom freight."

This, the Supreme Court held, violated the Clayton Act as amended by the Robinson-Patman Act. The court contended that purchasers in all places other than Chicago paid a higher price than

(Continued on page 56)

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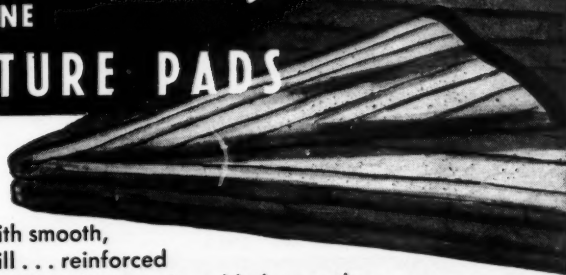
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PUTTING TRAFFIC TO THE TEST

(Continued from page 27)

questions from each member of his panel, screens the questions, and selects 12 or more. These questions are then sent by the panel chairman to the director of education, who edits them, eliminates any duplication, and prepares the examinations.

Following completion of the examinations, the papers are sent to the registrar by the proctors who have conducted the tests at the various centers. The registrar records the papers, removing the name of the candidate and leaving only a registration number.

The papers are then sent by the registrar to the director of education, who assigns them to graders for marking. Each set of papers is then marked independently by another grader, who has no knowledge of the score given by the first. The marks of both graders are then examined by the director, and all borderline papers and all papers on which the two grades vary by more than a few percentage points are then regraded, again independently, by a third grader.

All failing and borderline papers remaining—those well below 70 per cent and those which are a few percentage points over or under it—are sent, together with the *best* paper in the examination, to a review panel for final grading. Papers bear neither name nor grade when they are sent to the review panel, so that its members have no means of knowing how high or low a grade

was given by prior graders or to whom a paper belongs.

Finally, the grades are reviewed by the director of education and are transmitted to the registrar, who notifies the candidate whether he has passed or failed. Grades are not made public; nor are they reported to the candidate. If the candidate has failed, he may retake the exam at the next examination period. No limit has yet been placed by the society upon the number of times a candidate may retake the exams. It is likely that such a limit will ultimately be imposed, however.

Reason for ASTT Method

The idea of arranging examinations by subject matter and of separating them into four parts is, the society believes, based on sound educational principles. In single, overall professional examinations which are passed or failed in one big gulp, results are sometimes unsound educationally and unfair to the candidate. For example, an examinee may score grades of 70, 72, and 73 in three parts of the examination and a grade of 55 in the fourth part. His average score would be 67.5—failing. On the other hand, if a candidate scores 65, 68, and 66 in three parts and 85 in one, his mark is 71. He passes.

The society's examination method cannot produce these results. In the first example, the candidate would be passed on three parts and would have to re-

take the failed portion. This plan has the advantage of enabling the candidate to concentrate on the portion of the work in which he is weak. Under the second situation, the candidate would fail three parts and pass one. This plan insures that candidates have demonstrated at least a passing standard of proficiency in *each* subject. In the examinations conducted thus far, 70 to 80 per cent of the candidates have received a passing grade of 70 per cent or better. In the most recent examinations, held in June of this year, 89.8 per cent of the 59 applicants received a passing mark or better.

Candidates may prepare for the examinations in any manner they choose. They may study individually or in groups; they may attend courses conducted by colleges or universities, technical schools, public schools, or commercial institutions. Evening and extension schools of universities and colleges in increasing numbers are offering courses in transportation and traffic management. A number of institutions already have modified and extended their curricula to prepare candidates to take the society's examinations. Traffic-study classes are conducted or sponsored by many of the traffic clubs in the Associated Traffic Clubs of America.

The society does not conduct classes, publish courses of study, or endorse particular educational institutions, but in order to assist candidates in preparing for the exams, and instructors in planning courses of study, the society publishes in its *Announcement and Bibliography of Study Subjects and Examinations*, lists of textbooks and other material. The publications suggested serve to indicate the type of material covered in the exams. Many are available in libraries.

It should be emphasized that the publications in the society's listings are only suggestions; students may use whatever material or instruction they desire. The important thing is not where or how a candidate has acquired his training and education, but that the preparation has been done and he is able to demonstrate his proficiency in an examination.



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HITS MOVING-INDUSTRY POLICY

(Continued from page 16)

the Army to ask for a Section 22 quotation. It generally does so only on large-scale removals involving 10 or more truckloads. There may be exceptions to this rule, but if such is the case, it is strictly the fault of the carriers concerned for acceding to the request.

Can Get Fair Hearing

More often than not you will find that it is eagerness of a transportation officer to keep down his costs which causes such a situation on infrequent or divergent removals. If the regulation on Section 22 quotes is brought to his attention, we are sure that he will concern himself with it. If the transportation officer is not receptive, perhaps his superior will listen. It is always possible to go up the line, if you believe it necessary, even to General Heilemen himself, and get a fair hearing on your complaint.

For the industry to go to Congress and ask for an exempting amendment to the Act would be the height of folly. We need the latitude allowed by Section 22 for many reasons. The first of these is the retention of some part of a free-enterprise system in our business. We are now so bound down with regulation and control that a good part of our time and money is spent in just reading the rules. We need less control, not more.

Next, there are very definite benefits which can accrue to the carrier from the Section 22 quotation. A mass move of personnel or a large-scale movement of office furniture and records for the Army can be a very profitable venture. The carrier may have to sharpen his pencil as to rate, but he has an advantage in knowing approximately what he has to haul and what his labor costs will be. It is good business to have to really figure out a job, rather than quote from the book. The margin of profit may not be as great on each phase of the job, but the overall profit can be even greater. These are the purely selfish angles for retention of our prerogatives under Section 22.

On the other side of the ledger is the right of the Army to obtain the best possible service at the least cost. The Army is a business—your business as well as every other tax payer's in the country—and it is the duty and obligation of the men who handle transportation for the Army to see to it that they get the most for their transportation dollar. It is a very healthy sign to know that the transportation officers try to save money for the government. We should thank them for doing so and wish that all other branches of the government did the same. You do not have to quote under your rates, and if you do so to the detriment of your business, it is your own fault. Legislation is not necessary to correct any evils in Section 22; plain common sense is needed.

Now let us get into the three-point platform of the Movers' Conference of America.

1) Eliminate the contract form,

purchase order, or any other device of agreement. If you do, what is going to be your basis for assuring payment? True, the contract forms are not perfect in many respects; neither are the purchase orders. But the carrier must have some form of order. Perhaps the Army would just as soon accept our own regular order-for-services forms and sign them in behalf of the owner of the property. To eliminate the contract, purchase order, and any other device of agreement would certainly put both the carrier and the Army in a very ticklish spot. Who dreamed that one up?

2) Employ all movers under the Government B/L at published tariff rates. Do you want to accept the responsibility imposed by the Government B/L on shipments of household goods? It is invoice value. Does the Army want to issue Government bills of lading on household goods that it does not own? Must your Army always accept tariff rates when in some instances it can make a better buy? In the vast majority of work given out, the Army does pay tariff rates. In a few instances they go after and get rates below tariff because the transportation officer knows that he is justified in doing so. And in the balance of cases it is purely a matter of the carriers themselves getting hungry for business and cutting their own rates. If carriers cut rates, then don't like it, they have only themselves to blame.

3) Rotate the business insofar as practical under the above conditions. Here the carriers themselves should raise a howl of protest. Some few carriers solicit the army installations and work hard to get the jobs which originate on the post. Others never go near an installation. Why in the name of all that is just should the carriers who have done all in their power to service an installation be deprived of the fruits of their work and have to turn over jobs to others who never even made a call because of a geographical fact of the other carrier being in the vicinity of the installation? What is the Movers' Conference thinking of? Is this country getting to the point where sales effort is of no avail, where all work should be shared equally regardless of effort? If that is the case, we are beginning to have a commune. Now the Movers' Conference has the gall to propose that the carriers who have solicited and serviced army installations share their work with any others who want to get in on the act.

Fortunately, we have transportation officers who will see that the proposals set forth by the Conference are unjust and impractical. The Conference itself will, upon a little study, conclude that its platform and plan are ill-advised and withdraw both. Let us keep what business independence we can, and above all stop fighting Uncle Sam, our very best customer.—Robert F. Odell, Sales Manager, National Moving & Warehouse Corp., New York.

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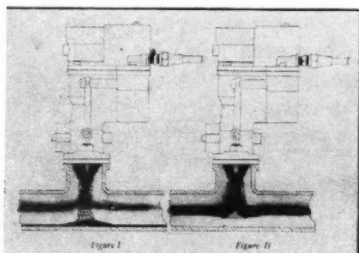
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DA New Products News

22% More Gas Mileage Claimed

Major economies in expenditures for gasoline are possible through installation of new device called Turbo-Jet Gas Saver, it has been announced by Leake Mfg. Corp., manufacturer. Unit, which was developed by carburetor engineer in cooperation with various members of Society of Automotive Engineers, is described as auxiliary venturi supplementing carburetion within intake-manifold of internal-combustion engine. In simple terms, its function is to pick up droplets of liquid fuel ordinarily deposited in manifold and convert them to combustible vapor. This is illustrated in drawings. Fig. I shows conventional carburetor attached to intake-manifold. Here's what happens, according to Leake: Droplets of gasoline pour out of carburetor when starting. Idling or slow-speed jet delivers gas in stream, as though poured from spout. Full pint of unvaporized gas is often used in starting. Droplets are not broken into vapor; they



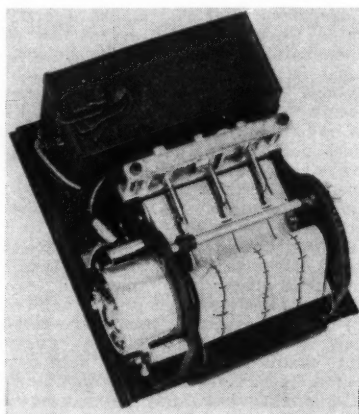
bounce against casting wall because they cannot turn corners and stay in air stream. "Wall flow" occurs, and raw gas goes to combustion chamber, where it cannot be converted into energy, and is wasted. Fig. II shows installation of Turbo-Jet. It directs droplets of gas into air stream, breaking them into fine particles and thus into volatile vapor mixture which is combustible and produces power. Turbo-Jet projects gas-air mixture, all of which is used. As a result, it is said, T-J produces these benefits: It increases mileage from gas by from 5 to 22 per cent, with higher economies possible in city driving with frequent stops; it affords quicker response to throttle; it obviates need for premium gas; and it lowers maintenance costs because it reduces carbon formation and thus prevents wear on pistons, rings, etc. Device becomes permanent part of carburetor and can be installed

in highway or industrial trucks in an hour, it is reported.

• *Leake Mfg. Corp., 104 Montgomery St., Brooklyn 25, N. Y.*

Puts Finger on Damage Cause

Impact-O-Graph, put out by company of same name, is instrument



which tracks down sources of damage to goods in shipment. It goes right along with shipment—either inside container or on floor or wall of freight car—and records extent of shock or impact, time it occurred (hence, who is responsible), and direction (whether lateral, up and down, or backwards and forwards). Dry-cell battery actuates motor, which turns roller carrying coated tape at known speed per hour. Three scribe arms or markers ride on tape; when shock occurs, arms—one for each direction—"write" the facts. Three models available: Model H, recommended for determining what happens to merchandise from time it is packaged to time it reaches consignee; Model HS, 5 times as sensitive as Model H, and recommended for extremely fragile merchandise and for merchandise weighing over 100 lbs.; and Model R, which operates on floor or wall of freight car. Illustration shows close-up of recorder; in use, it is protected by cover.

• *The Impact-O-Graph Corp., 1900 Euclid Ave., Cleveland 15.*

"Super" Resurfacer

United Laboratories, makers of Plastic Rock floor resurfacer, is now in full production with Superset Plastic Rock, described as improved version of its forerunner. Designed especially for resurfacing old floors of

concrete, wood, or steel, Superset is stated to provide tough, durable surface which hardens quickly and therefore cuts time of application. It's delivered in complete unit form containing all ingredients (except water) ready for mixing on job. Contents are proportioned at factory to cover predetermined area at specified depth. Available in several gradings, depending on type of application.

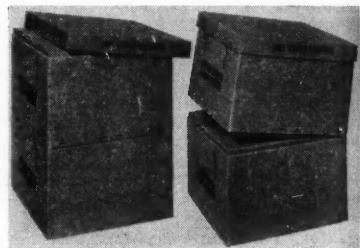
• *United Laboratories, Inc., 16801 Euclid Ave., Cleveland 12.*

Two-In-One Carton

The I. D. Co., New York, distributor of imported fancy English containers, has come up with Self-Stak two-in-one carton as answer to both high handling and shipping cost and the shortage of corrugated cartons in Britain. The cartons are being manufactured for general domestic use by Shelton Mfg. Co. Cartons have recessed bottom, permitting them to fit snugly over top of another carton.

Lid covers top unit. I. D. Co. ships knocked-down cartons, lids, and sectional nests to container-manufacturer in England; latter fills, palletizes, and straps cartons, without gluing tops. I. D. Co. distributes them to its own customers in this form. Customers in turn fill containers with their own product and use Self-Stak as shipping package. In latter instance, open top is taped down.

• *Shelton Mfg. Co., Inc., 42-24 Orchard St., Long Island City 1, N. Y.*



Baker Adds to Line

Baker-Raulang has developed the FT center-control fork truck for handling loads of 5,000-6,000 lbs. Units are ideal for applications requiring ruggedness and low maintenance, according to Baker. Heavy formed channels welded into unit assembly form upright guides. Location of pivot minimizes increase in overall height when tilting. Pivot, tilt, and hose connections are designed so that uprights can be removed in 20 minutes, permitting—through use of 2 sets of uprights—box car loading and high-tiering above limits provided with 83-in. overall height. Thus, in warehousing, it is possible to tier to ceiling height with high uprights and then change to shorter uprights and load box cars. In this way, says Baker, 1 truck serves as 2 simply by purchasing ad-

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ditional set of uprights. Lift-and-tilt mechanism is hydraulically operated; controller is Baker's drum type. Direction is selected by manual control on dash panel; speed is selected by 5-speed foot-operated accelerator. Plugging is said to be impossible, since dynamic braking predominates when motor is reversed while truck is in motion. Width over drive wheels is 39 1/4 in.; outside turning radius, 79 in.; and weight, 9,500 lbs. or 10,500 lbs., with FT-50 and FT-60 battery, respectively. Telescoping lift is 126 in., initial lift, 61 in. Forks are 36 in. long.

• Baker Industrial Truck Div., The Baker-Rauland Co., 1216 W. 80th St., Cleveland 2.

Acid Comment

GS Tilter No. 11, manufactured by General Scientific, provides convenient method of draining acids and other liquids from stainless-steel barrels. Cradle and supporting base are made of structural steel, and all members are riveted or welded. Locking device permits tilter to be held at any angle for pouring, so that entire operation can be done by 1 man. Safety air-vent pouring spout, made of acid-resistant rubber and plastic tubing, is

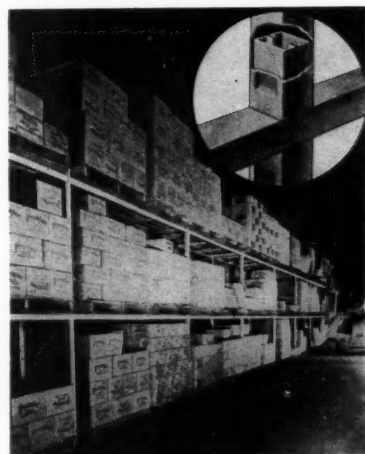


said to insure even pouring. Flow capacity is 5 gals. per minute. Tilter can be left in position just above flow of liquid, so that it is not necessary to return it to pouring position each time. This eliminates waste motion and saves time when a number of small containers are being filled in succession, according to manufacturer.

• General Scientific Equipment Co., 2700 W. Huntingdon St., Philadelphia, 32.

Prefabricated Pallet Racks

New prefabricated pallet racks and shelves which eliminate bolting or welding in joining beds and uprights, and which can be dismantled without cutting, have been announced by American Sales Engineers, distributors for American Metal Products Co. Special C-channels on ends of each pallet bed are fitted into tubular uprights, locking in place without bolting or welding. This is accomplished by indentation in legs of uprights which presses channels together and blends tubes with beds into rigid as-

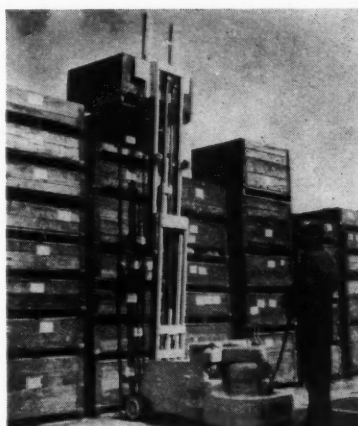


sembly. Disassembly is effected simply by unlocking channels from tubular uprights. Racks can be tied to any height. There are 5 standard rack sizes. All-welded-steel construction.

• American Sales Engineers, Dept. 18, 141 W. Eight Mile, Detroit 3.

Automatic's 101 Line Expanded

Six electric-powered non-riding-type pallet-stacking trucks have been added to Automatic Transportation's 101 Line. All incorporate new power unit and exterior ruggedness of recently introduced Transporter 101 group. Breakdown on the 6 Transtackers is as follows: tilting and telescopic unit (Model SCLT—illustrated); non-telescopic unit (Model SCL); and Model SCX, designed for use where neither tilt nor telescopic lift is required. These are rated for 2,000-lb., 48-in.-long loads. Three similar models, rated for same-length loads weighing 2,500 lbs., make up rest of line. They



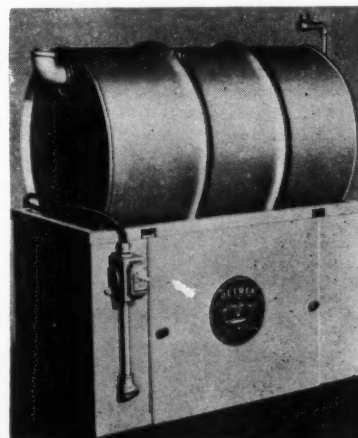
are identified by letter "H" added to above model designations. Eleven inches have been added to lift of tilting telescopic model, making its tiering height 131 in. Despite heavier steel and better battery protection, Transtacker is 5 1/2 in. shorter and 650 lbs. lighter, affording lower aisle requirements and shorter turning radius, and permitting use in areas hitherto excluded, owing to weight limitations. Units operate in forward or reverse speed with handle upright.

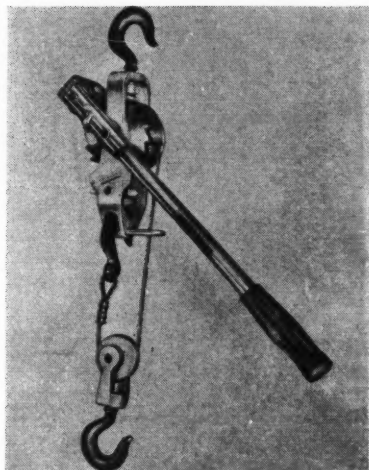
• Automatic Transportation Co., 115 W. 87th St., Dept. X-5, Chicago, 20.

Trucks Come Clean

New truck- and car-washing system, known as Drex-Foam process, has been placed on the market by Dretrex Corp. Process is said to offer economical means of keeping trucks clean. Unit shown is portable and can be used in stall or with continuous through-type conveyor. Conveyors to meet individual needs are available. In operation, machine is charged with Drex-Foam, a soapless, synthetic detergent said to be safe for all finishes. Unit is equipped with motor-driven pump, which homogenizes detergent with water, forming swirls of cleaning foam which are sprayed over truck.

• Dretrex Corp., Detroit 32.





Husky and Light

New 1½-ton alloy winch-hoist put out by Lug-All Co., has 30 to 1 power ratio, is fully tested to 100 per cent overload, and weighs only 8½ lbs. Unit can be used to bind loads, open box car doors, pull equipment onto trucks, move machinery, etc. Three swivel hooks and built-in pulley block allow work to be done around corners, and as close as 10 in. at ¼-ton rating. Features include pre-formed flexible aircraft cable, stainless-steel fittings and springs, and "oiled-for-life" bearings. Locking is positive and automatic, according to Lug-All, and there is no brake to slip. Hoist can be operated in any position and can be set for forward, reverse, or free wheeling. Ten feet of cable winds on drum.

• The Lug-All Co., 331 E. Lancaster Ave., Wynnewood, Pa.

Protects Packing List

Packing-list protectors made by Fabricated Products Co. are of weather-resistant asphalt composition board and supplied either dished or flat, depending on bulk of packing list. They come die-stamped with words "Packing List," or plain. Wide nailing flange with marked nail spacing is provided. In this connection, 2 packing lists—one inside, the other attached to outside of container—are required for armed-force overseas consignments, according to Armed Services Specifications.

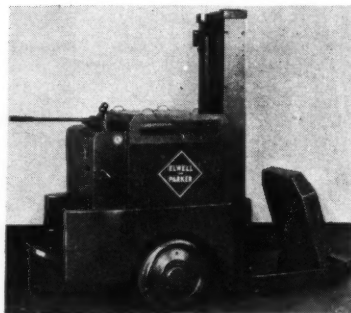
• Fabricated Products Co., West Newton, Pa.



Has Hinged Platform

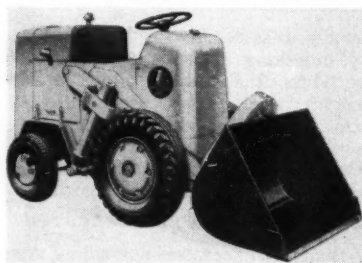
Elwell-Parker has introduced an elevating-platform truck incorporating a hinge feature enabling platform length to be reduced almost 50 per cent. This permits truck to be carried in elevators not large enough to accommodate full-length units. Overall length with platform in load-carrying position is 109 in.; with forward end of platform raised, length is 84 in. Apron-type platform is hinged at line mid-way of length. Inner half is secured in usual way to elevating mechanism; outer half, in lowered position, rests on forward part of platform underframe. Specially designed hinges are stated to assure perfect alignment. Truck weighs 3,670 lbs., has 4,000-lb. capacity, and is 38 in. wide. Height of head-frame is 83 in.; height of platform in lowered position is 7 in.; and maximum raised-platform height is 59 in.

• Elwell-Parker Electric Co., Cleveland.



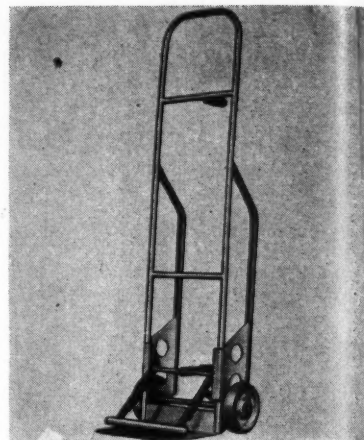
Payload Re-styled

Hough's Model HA Payloader, 12-cu. ft. scoop for bulk materials handling, has undergone improvements and is now a faster, more rugged,



more powerful machine, according to manufacturer. New higher-compression engine is said to give more power and economy; clutch is larger; operator's compartment is roomier and more comfortable; steering gear and linkage is more rugged; main frame is stronger; constant-mesh transmission assures faster, quieter operation; and maintenance is simplified by greater accessibility of engine and other parts.

• The Frank G. Hough Co., 830 Sunnyside Ave., Libertyville, Ill.



Slides from Under Load

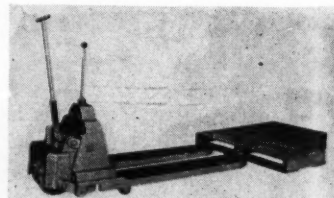
The Quik-Spot hand truck has patented foot lever which slides truck from beneath load, putting packaged merchandise in exact spot desired. Unit is made of ¾-in. steel tubing with 10-gauge steel blades. It is light in weight and is said to provide considerable maneuverability in handling loads up to 500 lbs. Models QS-6 and QS-60 come with 6-in. wheels with hard-rubber or zero-pressure tires, respectively; Model QS-8 has 8-in. wheels with hard-rubber tires.

• Quik-Spot Hand Trucks, 27945 Niles Rd., Hayward, Calif.

Designed on New Principle

Hand pallet truck said to be "designed and built on radically new principle" is being offered by Market Forge, which states it is sole aluminum alloy hand pallet truck available, and that it features special wheels which automatically retract when forks are in lowered position. Unit is supported on 2 front wheels and 2 auxiliary wheels on short wheel base, and is said to be able to "turn on a dime." Rear wheels are 1 in. above floor and enter and leave pallet without interfering with or damaging bottom boards, according to Market Forge. This is declared to eliminate need to bevel boards or exert extra effort in inserting or removing forks. Operating lifting handle automatically brings rear load wheels to floor and raises auxiliary wheels. Rear wheels are closely centered and tandem articulated, and are said to easily cross over obstructions.

• Market Forge Co., 25 Garvey St., Everett, Mass.



LA DISTRIBUTION ACTIVITIES

Classified and alphabetized for the convenience of the reader

Industrial Traffic Management

General Foods Corp., Birds Eye-Snyder Division, New York, has appointed **Richard Gelin** assistant manager, warehousing and transportation. He succeeds **Robert E. Fox** who has been transferred to Jersey City, N. J., as manager of the corporation's distribution center.

Great Lakes Carbon Corp., New York, has appointed **Lester E. Olson** as assistant director of traffic, with offices in Chicago, succeeding **T. B. Gudis**, resigned. Other appointments include **Frederick Z. Wakefield** as western traffic manager, with headquarters in Los Angeles; **James B. Wright**, as traffic manager-rates, Chicago; **G. R. Gunter** as regional traffic manager, Chicago; and **W. L. Zalud** as service manager, Chicago.

William J. Healey, who has been serving as purchasing agent and traffic manager for **Philadelphia Coke Co.**, Philadelphia, has resigned his duties as purchasing agent to devote full time to the position of traffic manager.

Industrial Traffic Managers Assn. of Kansas City has elected **H. W. Hinricks**, Columbian Steel Tank Co., Kansas City, Mo., president. Other officers elected include **G. L. Moran**, Western Auto Supply Co., Kansas City, Mo., vice president; and **Geo. G. Miller**, Sealright Co., Inc., Kansas City, Kan., secretary-treasurer.

Koppers Co., Inc., Pittsburgh, has appointed **Erwin A. Gorges** manager of the traffic section, traffic and transportation department. **Harlan B. Wilson** and **James D. Counahan** have been named supervisors of traffic.

Lever Bros., New York, has appointed **W. I. Stewart** assistant general distribution manager in the traffic department. **W. E. Malone** has been named traffic manager at New York; and **Maxwell Glen** has become district traffic manager at Los Angeles.

J. M. McCormick has been named traffic manager of the **Diversey Corp.**, Chicago.

Marvin L. Metzger has been appointed assistant general traffic manager, **Jos. Schlitz Brewing Co.**, Milwaukee.

National Biscuit Co., New York, has appointed **John A. Hart** general traffic manager. **Edwin F. Mundy** has been named assistant general traffic manager; and **Harland R. Black**, manager, materials handling division.

Linton E. Warren, Savannah, Ga., has been appointed assistant traffic manager of **Southern Wood Preserving Co.**, with headquarters in Atlanta, Ga.

Warren Petroleum Corp., Tulsa, Okla., has appointed **Harry A. Busten** general traffic manager, succeeding the late **W. A. Lindsay**. **Oscar W. Utz** was appointed assistant traffic manager in charge of rates.

Materials Handling

Conveyor Equipment Manufacturers Assn., at its 17th annual meeting, **White Sulphur Springs, W. Va.**, Oct. 16, elected **L. B. Knight**, Chain Belt Co., Milwaukee, Wisc., president. He succeeds **John M. Alvey**, Alvey Conveyor Manufacturing Co., St. Louis. Other officers elected include **G. W. Ostrand**, Caldwell Plant, Link Belt Co., Chicago, vice president; **Earl D. Sterns**, conveyor division, Barber-Greene Co., Aurora, Ill., treasurer; and **Lee Sekulski**, Mathews Conveyor Co., Ellwood City, Pa., secretary. **R. C. Sollenberger** was re-elected executive vice president.

Crescent Truck Co., Lebanon, Pa., has elected **S. D. Gibson** president. **James G. Krause** was promoted to vice president and general manager; and **Charles W. Mellinger** was elected secretary and assistant treasurer.

Packing and Packaging

American Management Assn. has named members of the exhibitors' advisory committee as a first step in organizing its 1951 **National Packaging Exposition**, to take place in **Atlantic City** next April. As usual, a packaging conference will be held in conjunction with the show.

Robert Gair Co., New York, container manufacturers, has been presented with the **American Public Relations Assn.'s** top award for its three-year plan to train **Rockland County, N. Y.**, high school students for jobs in the local **Gair carton plant**.

Packaging Institute, Inc., at its Twelfth Annual Forum, **Hotel Commodore**, New York, Oct. 23-24, elected **Charles O. Kendall**, E. R. Squibb & Sons, New York, president. **Robert de S. Couch**, General Foods Corp., Hoboken, N. J., was elected a vice president. **Henry W. Stevens**, Benj. C. Betner Co., Devon, Pa., was re-elected a vice president; and **Laurence V. Burton** was re-appointed executive director.

Newly-elected directors are **E. H. Balkema**, Colgate-Palmolive-Peet Co.; **Horace C. Baker**, Hudson-Sharp Machine Co.; **Walter E. Daley**, The New Haven Pulp & Board Co.; **T. A. Torrence**, Aluminum Co. of America; and **Roger B. Wilson**, Continental Can Co., Inc.

Re-elected directors are **R. de S. Couch**, General Foods Corp.; **H. Lyle Greene**, Chicago; **G. W. von Hofe**, New Jersey Machine Corp.; **Wickliffe Jones**, R. A. Jones & Co., Inc.; **C. O. Kendall**, E. R. Squibb & Sons; **F. S. Leinbach**, Riegel Paper Corp.; **Joel Y. Lund**, Lambert Pharmacal Co.; **J. D. Malcolmsen**, Robert Gair Co., Inc.; **H. A. Miller**, Burt Machine Co.; **R. Chester Reed**, The Texas Co.; **C. E. Schaeffer**, Stokes & Smith Co.; **H. W. Stevens**, Benj. C. Betner Co.; **John A. Warren**, American Home Products Corp.; and **A. F. Wendler**, E. I. duPont de Nemours & Co., Inc. **Chas. L. Barr**, F. B. Redington Co., is an ex-officio director.

Traffic and Transportation

Delta Nu Alpha National Transportation Fraternity, at its annual meeting held in **Wilmington, Del.**, Oct. 21-22, has re-elected **E. C. Morgan**, New York Chapter, president. Other officers re-elected include **F. J. Ryan**, Pittsburgh Chapter, executive vice president; **A. M. Bastress**, Chesapeake Chapter, first vice president; **F. C. Hermann**, Central New Jersey Chapter, second vice president; and **Walter H. Howard**, Wilmington Chapter, secretary-treasurer.

Delta Nu Alpha Transportation Fraternity, Central New Jersey Chapter, has elected **Raymond G. Proctor**, Fine Motor Transportation Co., president. Other officers elected include **M. Santangelo**, A B & C Motor Co., first vice president; **Eugene Mezours**, E. I. duPont de Nemours & Co., second vice president; **Jack Jolley**, Chicopee Manufacturing Co., secretary;

and Edward Lorenz, Fine Motor Transportation Co., treasurer.

Delta Nu Alpha Transportation Fraternity, Kansas City Chapter, has elected **Lloyd Bright**, Chicago, Rock Island & Pacific Railroad, president. Other officers elected include **R.L. Rowley**, Owens-Corning Fiberglas Corp., first vice president; **J. F. O'Neill**, Trans World Airlines, second vice president; **Ried Selecman**, Healy Cartage Co., secretary; and **Clarence Emerson**, Union Pacific Railroad, treasurer.

Eastern Industrial Traffic League, Inc., at its annual meeting at Baltimore, Oct. 13, has elected **C. J. Fagg**, Newark Central Warehouse Co., Newark, N. J., president. Other officers elected include **G. D. Cederholm**, Wm. R. Warner & Co., Inc., New York, first vice president; **E. George Siedler**, Armstrong Cork Co., Lancaster, Pa., second vice president; **Geo. V. Evans**, Va. Carolina Ldry. Supply Corp., Richmond, Va., treasurer; and **J. F. Curren**, Chamber of Commerce, Wilmington, Del., secretary. **C. B. Roeder**, American Home Foods, New York, is chairman of the board.

Interstate Commerce Commission Practitioners, San Francisco Region, at its Oct. 24 meeting, elected **Jack E. Hale**, Standard Oil Co., president. Other officers elected include **E. Ludwig Van Dellen**, Western Pacific Railroad Co., vice president; and **Larry E. Binsacca**, M.J.B. Co. and Western Can Co., secretary-treasurer.

National Assn. of Shippers Advisory Boards, at its annual meeting in Denver, Oct. 5, elected **Frank J. Armstrong**, U. S. Radiator Corp., Detroit, president. Other officers include **Frank H. Cross**, General Mills, Inc., Minneapolis, Minn., first vice president; **Arthur P. Little**, Dennison Manufacturing Co., Framingham, Mass., second vice president; and **John N. Lind**, National Supply Co., Pittsburgh, secretary.

National Defense Transportation Assn., at its fifth annual convention, San Francisco, has elected **Charles F. Nielsen**, Lockheed Aircraft Corp., Burbank, Calif., president. Other officers elected include **Samuel D. Schell**, National Federation of American Shipping, Washington, D. C., vice president-water carriers; **Arthur H. Gass**, Car Service Division, Assn. of American Railroads, vice president-rail transport; **James W. Austin**, Capital Airlines, Washington, D. C., vice president-air transport; and **Frank Grimm**, National Petroleum Carriers, vice president-motor transport.

H. Erik Olsen has been appointed general traffic manager of the Philadelphia division of Peter A. Bernacki, International and Domestic Freight Forwarders.

Traffic Club of Brooklyn has elected **Daniel A. Hackett**, New York Central System, New York, president. Mr. Hackett succeeds **Benjamin B. Kaplan**, Valentine & Co., New York. **Vincent Choucherie**, Waring Central Co., New York, is vice president.

Traffic Club of Newark has elected **Sol V. Rettino**, Bristol-Meyers Co., Hillside, N. J., president. Other officers elected include **Kenneth S. Carberry**, Newark Chamber of Commerce, Newark, first vice president; **John A. McCoy**, Motor Haulage Co.,

Jersey City, second vice president; and **Edward C. Kane**, Interchemical Corp., Elizabeth, treasurer.

Transportation—Air

Air Transportation Assn. of America, Air Traffic Conference, Washington, D. C., has elected **Walter Steinberg**, National Airlines, president. Other officers elected include **James W. Austin**, Capital Airlines, first vice president; and **Harding Lawrence**, Pioneer Air Lines, second vice president.

Charles L. Bulterman has been appointed Detroit regional traffic representative for K.L.M. Royal Dutch Airlines.

Milton G. Montgomery has been appointed director of traffic for The Flying Tiger Line, Burbank, Calif.

Trans World Airlines have inaugurated scheduled, all-cargo, transcontinental flights. Capable of carrying a 19,000-pound payload, TWA's all-cargo DC-4's will connect at New York with all-cargo flights operating across the North Atlantic. But cargo shipments consigned to destinations east of Rome on TWA routes through Europe, Africa, and Asia will continue to travel on Constellation passenger flights. With its new all-cargo, cross-country service, TWA will be able to handle three times its present cargo capacity.

United Airlines have developed all-steel trailers for more efficient ground handling of air cargo and passenger baggage. Fifty-six inches wide and 116 inches long, the new carts are provided with side and end gates which can be lowered to permit loading by fork truck. A box at the front end of the cart contains a tarpaulin which can be unreeled to cover cargo in bad weather. The tarpaulin is slit vertically so any one of the gates can be opened without exposing other sections. Equipped with pneumatic tires, the carts are the result of suggestions made by UAL's cargo handlers, and 50 are on order for use at major terminals.

Washington Board of Trade's aviation committee has presented **J. H. Carmichael**, president of Capital Airlines, with a plaque in recognition of his contribution to the transportation industry by introducing the aircoach to scheduled airlines.

—Government

Defense Transportation Administration has named **Benjamin R. Miller** to assist in developing a manpower division and to act for the administrator "during the interim" with respect to current transportation manpower problems arising out of national defense activities. **Homer C. King** has been selected as deputy administrator; **Francis A. Silver** as general counsel; and **Walter S. Rainville, Jr.**, as executive assistant to the administrator.

—Highway

Allied Van Lines has added four more firms to its membership roster: **Hargraves Storage**, Norwalk, O.; **Security Storage & Van Lines**, Charlottesville, Va.; **Union Transfer Co.**, Cheyenne, Wyo.; and **Rose City Transfer & Storage Co.**, New Castle, Ind.

American Trucking Assns.' president, Leland James, has established an administrative committee in order to prepare the trucking industry for a war emergency. Mr. James, president of Consolidated Freightways, Inc., Portland, Ore., will serve as chairman of the seven-man committee, with **Henry E. English**, chairman of the board of ATA and chairman of Red Ball Motor Freight, Inc., Dallas, Tex., serving as vice chairman. The other five members each will serve as chairman of a division of the committee: public information—**Walter F. Mullady**, ATA first vice president and president of Decatur Cartage Co., Chicago; legislative—**Ed J. Buhner**, former ATA president and board chairman and chairman of Silver Fleet Motor Express, Inc., Louisville, Ky.; general service—**Chester G. Moore**, ATA secretary and chairman of the Central Motor Freight Assn., Chicago; operations—**John J. Brady**, ATA executive committeeman and president of Brady Transfer and Storage Co., Fort Dodge, Iowa; and finance—**George V. Eastes**, ATA treasurer and partner of Lee & Eastes, Seattle, Wash.

American Trucking Assns. have begun a survey of what their members need in the way of equipment and replacement parts. A questionnaire sent out last month to truckers asks for information on present equipment, replacements now on order, and replacements expected for 1951. One section seeks detailed information on present tire consumption. Another section asks: "Are you now having trouble in moving freight offered you because of, (a) insufficient trailers, (b) insufficient power units, (c) insufficient terminal dock space?" Purpose of the survey, says ATA, is to support the industry's application to government agencies for consideration in mobilization allocations.

W. J. Callahan, manager of the motor division of the general transportation department of Swift & Co., Chicago, has retired after 51 years of service.

Guy DeVany, Yankton, has been appointed executive secretary of the Associated Motor Carriers, Inc., of South Dakota.

Morris S. Gilbert has been appointed manager of the eastern division of W. T. Cowan, Inc., with headquarters in Baltimore.

Gramm Trailer Corp., Delphos, Ohio, has announced the election of **Dan S. Ellis** as executive vice president. The company's general offices, now at Delphos, will be moved on Jan. 1, 1951, to the First Lima Bldg., Lima, Ohio.

Edward H. Gustafson has been appointed assistant regional manager of the White Motor Co., Chicago.

M. D. Kramer has been appointed assistant to the president of Associated Transport, Inc., New York.

Sidney M. Miles has been appointed traffic representative in the Philadelphia area for Branch Motor Express Co., New York.

National Safety Council has named **Ed J. Buhner**, former president of the ATA, to serve as a member of the board of directors. Mr. Buhner is the first truck operator to serve on the board.

Pacific Intermountain Express has committed more than \$1,300,000 for new fleet equipment. The new units will be added to the PIE highway and city fleets as soon as deliveries can be made from manufacturers. . . . *Pacific Intermountain Express* was again in the news last month, when its application to buy out Keeshin Freight Lines was turned down by the Interstate Commerce Commission; the ICC decision was strongly influenced by railroad arguments that the resultant creation of a transcontinental motor freight system would hurt rail traffic.

Alex K. Scherer, *Scherer Freight Lines*, Ottawa, Ill., was elected a director of the Illinois State Chamber of Commerce.

Trailmobile Company's president, *George M. Bunker*, has expressed disappointment with the National Production Authority's recent order on aluminum. He says that the NPA order does not distinguish between various kinds of civilian products, among which are highway trailers. "If there is to be a real shortage of aluminum," he states, "the government must make up its mind what types of production are essential and what are non-essential. From our viewpoint transportation needs are vitally essential in peacetime, and even more so in time of war. . . . If Washington doesn't see that now, ultimately it will have to."

S. D. Wilk has joined the *Seneca Transportation Lines, Inc.*, New York, as general traffic and sales manager.

Wisconsin Motor Carriers Assn. has elected *John Van de Creek*, *Olson Motor Service*, Milwaukee, president. Other officers elected included *James Barry*, *Barry Transfer & Storage Co.*, Milwaukee, vice president; *John Murphy*, *Gateway Transportation Co.*, La Crosse, secretary; and *A. H. Torhorst*, *Quality Milk Service*, Burlington, treasurer.

William L. Yingling has been appointed general traffic manager of *Great American Transport System*, with headquarters at Detroit. Mr. Yingling was formerly a member of the *National Motor Freight Classification Board*, *American Trucking Assn.*

—Rail

Akron, Canton & Youngstown Railroad Co. has announced the following appointments: *A. J. Wissel* as district traffic manager, with headquarters at Dayton, Ky.; and *C. C. Proctor* as district traffic manager at Overland Park, Kans.

American Short Line Railroad Assn., at its annual meeting at Tulsa, Okla., Oct. 3, has re-elected *John M. Hood*, president. Other officers re-elected were *C. E. Huntley*, secretary-treasurer; and *C. A. Miller*, vice president and general counsel.

Canadian National Railways, Montreal, has appointed *F. A. Gaffney*, chief of transport research. *G. R. Jonston* moves to Montreal as transport economist and is succeeded at Toronto by *R. A. Rollo* as assistant transport economist.

Illinois Central Railroad will observe its 100th anniversary next year. On February 10 the railroad will begin a series of cele-

brations marking its century of service to the mid-continent area of the United States.

New York Central System has produced a movie to educate its freight house employees in the proper handling of LCL merchandise. Entitled "It's a Deal," the film places emphasis on correct blocking, bracing, and stowing. Significance of the title is that NYC make a deal to move a customer's valuable freight as quickly and safely as possible.

New York Central System has announced the appointments of *Karl A. Borntrager* as general manager of the *Michigan Central* with headquarters in Detroit; and *Edward J. Gibbons* as general manager of the *Big Four* with headquarters at Cincinnati. *Wilbur F. Davis* succeeds Mr. Gibbons as assistant general manager at Cleveland. Other appointments are *Ernest C. Johnson* as superintendent at Chicago; *John D. King* as superintendent at Mattoon, Ill.; *Donald B. Fleming* as assistant superintendent at Springfield, Ohio; and *Leo M. Riley* as assistant superintendent at Charleston, W. Va.

SITUATION WANTED

Warehouse or Terminal Operations Manager, for Industrial Co., Dept. Store, or Public Warehouse. Background includes: materials handling, packing, carloading procedure, inventory control, shipping, traffic and personnel. 9 years' experience. Age 37.

Box D-304, c/o DISTRIBUTION AGE
100 East 42nd St., New York 17, N. Y.

Southern Railway System has appointed *James W. Lee* assistant freight traffic manager, with headquarters in Cincinnati. Other appointments include *Robert C. Courtney* as assistant freight traffic manager, with headquarters in Raleigh, N. C.; and *Edgar W. Shirah* as division freight agent, with headquarters in Memphis, Tenn.

—Water

Port of Seattle, to meet competition from other Pacific Coast ports, has evolved a port rate structure which (a) is uniform with California ports for handling, (b) eliminates emergency surcharges by conversion of rates to specific amounts, and (c) makes wharfage rates uniform. The changes will be particularly beneficial to transcontinental shippers.

Warehousing

Allied Distribution, Inc. has announced the appointment of *Walter P. Taylor* to its executive and sales staff as vice-president. Formerly sales and service manager of *Cincinnati Warehouses, Inc.*, Mr. Taylor was Allied's eastern district manager prior to World War II. He has also been associated with *Lawrence Warehouse Co.* in a managerial capacity.

William Dennis Day has been appointed vice president-warehousing of the *Termi-*

nal Warehouses Ltd., Toronto, Canada. Mr. Day is treasurer of the *Canadian Warehousemen's Assn.*

General Electric Co. has experimented with preserving bread, meat, and other foods for as long as a year without refrigeration. Secret: bombardment with 800,000-volt electrons, or cathode rays. Rays kill molds and other organisms which normally cause food to spoil.

W. J. Lamping, vice president and general manager of *The Grand Trunk Warehouse & Cold Storage Co.*, Detroit, is chairman of the *Food Industry Committee*, which was recently re-activated to deal with problems of the food industry as a result of the defense program.

North Atlantic States Chapter, *National Association of Refrigerated Warehouses*, meeting in Washington last month heard *M. J. Hudloff*, U. S. Department of Agriculture's transportation and warehousing director, say that government-owned stocks of perishable foods has now become "vital reserves" instead of "burdensome surpluses," because of Korea and mobilization. He added: "Several months ago, our main problem was one of securing sufficient storage space. Today, we are concerned with moving commodities out of storage in sufficient quantities to meet emergency requirements."

North Atlantic Chapter, *NARW*, at its annual meeting at the *Mayflower Hotel*, Washington, D. C., Nov. 9-10, has re-elected the present chapter officers for second terms: *J. P. Johnson*, chairman; *C. B. Eddy*, vice chairman; *Carleton Peacock*, secretary; and *Raymond Tuller, Jr.*, treasurer.

Southwestern Chapter, *NARW*, has elected *C. P. Metcalf*, Austin, Tex., chairman. Other officers include *C. M. Smith*, San Antonio, vice chairman; and *S. C. Wentworth*, San Antonio, treasurer.

New York State Agricultural Commission says that, because of government leases of space for price support crops, there's a shortage of refrigerated warehousing in New York for the current apple crop.

Southwest Warehouse and Transfermen's Assn., at its 33rd annual convention at Shreveport, La., Oct. 5-7, has elected *J. R. Herrin*, *Herrin Transfer & Warehouse*, Shreveport, La. He succeeded *J. Avery Rush*, *Armstrong Transfer & Storage*, Amarillo, Tex. Other officers elected include *W. N. McKinney*, *American Transfer & Storage*, Dallas, first vice president; *Jack B. Craddock*, *Binyon-O'Keefe Storage*, Fort Worth, second vice president; *B. T. Jackson*, *Commercial Warehouse Co.*, Little Rock, vice president for Arkansas; *Paul DeClouet*, *Southwest Warehouse Co.*, Lafayette, vice president for Louisiana; *Howard Smith*, *Southwest Moving & Storage*, San Antonio, vice president for Texas; *D. L. Wigington*, *O. K. Transfer & Storage*, Lawton, vice president for Oklahoma; and *Gus K. Weathered*, *Dallas Transfer & Terminal Warehouse Co.*, Dallas, director, executive committee.

Washington says all stockpiled rubber is to be removed from commercial warehouses by the end of this year. There are now 17 such warehouses being used for this purpose.

BASING POINTS AND WAREHOUSING

(Continued from page 47)

Chicago purchasers. All shipments from Kansas City to buyers in cities having a lower freight rate from Kansas City than from Chicago were charged unearned freight. In cars shipped from Kansas City to points where the freight rate was higher than the rate on the Chicago cars, the seller absorbed the difference to meet competition.

Therefore, under the Corn Products basing point system, some buyers paid a base price for glucose plus a phantom-freight charge. From these facts and others, the Court held that price discrimination existed and that this discrimination resulted in a substantial impediment to competition among the various purchasers. Section 2 (b) of the Clayton Act, as amended by the Robinson-Patman Act, makes it unlawful for any person "either directly or indirectly to discriminate in price between different purchasers of commodities of like grade and quality."

In the Staley case, the seller manufactured its product at Decatur, Ill., and adopted the delivered-price system of its competitor, Corn Products Refining Company. Staley sold its products on a delivered price based on Chicago, the price in each case being the Chicago price plus freight from Chicago to the point of delivery. The seller sought to justify its pricing system by resort to Section 2 (b) of the Clayton Act. It attempted to show that its prices were made "in good faith" to meet a competitor's equally low price. The Court held "that the inclusion of unearned freight or absorption of freight in calculating the delivered price operated to discriminate against all purchases at all points where the freight rate from Decatur was less than that from Chicago, and in favor of purchasers at points where the freight rate from Decatur was greater than that from Chicago."

It is apparent that the Supreme Court has now cast the die, providing the FTC with a two-edged sword. In both of the cases cited, the basing point system, according

to reliable authorities, was dealt a death blow.

However, the preferable view is that the basing point systems are not illegal as such, but that if they are discriminatory in effect, they are unlawful "whenever they have the defined effect on competition." In the Corn Products and Staley cases, the group element was absent; in later cases we shall note

Relieving the Shortage



THE GAEX-DF (for damage-free) freight car, introduced during the summer by the General American-Evans Company, Chicago (DA, July, p. 27), is now in production. Pictured here is one day's output—15 cars. Four hundred DF cars will be in service with various railroads by the middle of this month. The cars are leased to the roads by General American, which recently arranged with the Prudential Life Insurance Company to build as many as 100,000 of them at a total investment of \$1,000,000,000.

how the court handles a multiple basing point system as contrasted with a single basing point system. Once these pricing techniques are set forth and we find what is and what is not permissible, we shall try to devise a plan of warehousing which will help overcome the effects of these decisions.

Cement Case

In 1938, the FTC began its investigation of the Cement Institute, and in April, 1948, *F.T.C. v. Cement Institute*, 333 U.S. 683, 722, 726, was decided by the Supreme Court in favor of the FTC. This case has received more publicity than any other case in many decades.

It was reported at the time that the steel industry had agreed that:

(a) the basing point system was dead; (b) it would not abandon it until the Supreme Court ordered it to; and (c) efforts would be made to have Congress legalize it. However, on July 7, 1948, U. S. Steel announced its abandonment of the basing point system. All other steel-producers followed suit at a later date.

The writer does not contend that by the use of a warehouse for distribution of merchandise, what has been pronounced illegal will automatically become legal; nor that a plan of warehousing will overcome the effect of these decisions. However, in many instances, a seller who acts in "good faith" may, by judicious use of a warehouse, enter markets that are denied him under the present law. To enter such markets, he must not use a competitor's pricing system, because in the Staley case the court held in favor of the FTC on this very issue.

On the other hand, if A sells in B market at a delivered price, and it costs A 50 cents per cwt. to do so, of which he must absorb 25 cents to meet competition, can A store in X warehouse and sell to buyers at B on an FOB basis if the cost from X to B is 25 cents? Of course, A's competitor sells in B market at a cost of 25 cents, and all A is doing is "meeting a competitor's equally low price" in good faith by selling from warehouse X on an FOB basis. A has always absorbed 25 cents out of the 50 cent-cost, but now A must pay the warehouse cost and absorb 25 cents. However, A previously stored at his own plant, where it cost him an amount equal to what he now pays X. Therefore, A is not out of pocket for his warehouse cost.

It appears to the writer that A has rebutted the presumption set forth in Section 2 (b) of the Clayton Act. However, an examination of the multiple basing point practices must be considered before the above question can receive full treatment.

(The second and concluding part of Mr. Griswold's article will appear next month.)

WITHIN THE

LAW



BY LEO T. PARKER, Legal Consultant

TRANSPORTATION

Things You Can Do

YOU CAN win a law suit for spoilage of shipped merchandise if your bill of lading contains a clause relieving you from liability for damage caused by a strike, and you prove that a strike of your employees caused the damage. However, such a clause will not relieve you from liability unless you prove that the spoilage, damage, loss or destruction of shipped goods resulted directly from the strike.

In *United v. Apex Fish Co.*, 177 Fed. (2d) 364, these were the facts: The Apex Fish Co. shipped 1,358 barrels of mild cured salt herring from Alaska to the port of Seattle. The bill of lading contained a clause that the carrier would not be liable for damage or loss resulting from a strike of its employees.

In subsequent litigation, the shipper proved that the fish were delivered to the vessel in good condition, and that when the shipment arrived at Seattle it was damaged and deteriorated. The carrier contended that it was not liable because the damage resulted from delay caused by the strike of its employees.

The lower court held that the sole, direct and proximate cause of spoilage was exposure of the fish to excessive heat during the voyage, and ordered the carrier to pay the shipper \$18,783.92. The higher court approved the lower court's decision, saying:

"The evidence is that the damage resulted from heat, that must have come from some external source."

The higher court agreed that the carrier would not have been liable if the testimony had shown that the damaged condition of the fish resulted from a strike of the carrier's employees. However, since the carrier failed to prove its case in this respect, the court said:

"If the strike contributed to the bad condition of the shipment, it was incumbent on the appellant [carrier] to show what portion of the damage was due to this delay."

Things You Can't Do

YOU CAN'T take advantage of a United States statute relating to common carriers unless you are a common carrier. The fact that you transport merchandise for a common carrier does not authorize you to assume that you are within the scope of laws applicable to common carriers.

In *Schmokey v. United States*, 182 Fed. (2d) 937, it came out that a man named Burtnett was operating a carrier under contracts with Greyvan Motor Lines, and that he provided his own equipment and his own employees.

One Schmokey, an employee of Burtnett, was convicted by a lower court under a United States statute which made it a criminal offense to embezzle the funds of a common carrier. However, since Schmokey was employed by Burtnett, who was not a common carrier, the higher court reversed the verdict.

According to the court, "A criminal statute must be strictly construed and not extended in its operation to persons not within its descriptive terms or the fair and clear import of the language used."

YOU CAN'T avoid liability for damage to shipped goods caused by your own negligence. Accordingly, a common carrier is regarded as a practical insurer of the goods against all losses, with the exception of those arising from an "act of God" and those caused by a public enemy—to which in modern times have been added: those arising from an act of public authority, those arising from an act of the shippers, and those arising from the inherent nature of the goods.

In *Piazza v. Louisiana & Arkansas Ry. Co.*, 46 So. (2d) 670, La., the higher court held that when goods delivered to a carrier for shipment are lost in transit the carrier is liable for the market value of the goods at the place of destination and at the time when delivery of the goods should have been made.

YOU CAN'T, on mere technicalities, avoid conviction for transporting stolen merchandise.

For example, in *United States v. Denny*, 165 Fed. (2d) 668, it was shown that a man named Gordon Denny was arrested by government agents, who charged that he caused \$10,000 worth of butter to be transported interstate knowing it had been stolen. By mistake, Denny's name in legal documents appeared as Gordon Keith Kenny. Denny, nevertheless, was convicted by the lower court and heavily sentenced. He appealed to the higher court on the contention that his conviction was illegal since his name was not correctly given on papers filed with the court. The higher court upheld the conviction.

MARKETING

Things You Can Do

YOU CAN make a valid contract which eliminates your liability on all verbal promises, statements and guarantees.

In *Lande v. Southern*, 193 Pac. (2d) 144, Calif., the higher court clearly held that contracting parties may agree that all terms of a contract are embodied in the written contract and that parol evidence is inadmissible to add to, alter, or vary terms of the contract. A contract clause is valid which states, "This written contract contains all obligations, promises, guarantees and statements of the contracting parties. All verbal agreements, promises, etc., are hereby cancelled."

See also *Long Beach Drug Co. v. United Drug Co.*, 88 P. (2d) 698. This court said:

"When the parties have agreed that the terms of the contract are embodied in a written document executed by them, evidence is inadmissible to add to, alter, or vary the terms of the contract as set forth in the writing."

Failure to include such a clause in a written contract leaves either contracting party free to contend and prove that the other party breached certain verbal statements, guarantees or promises. Hence, by inclusion of the above-mentioned clause, both contracting parties are obligated solely by the terms of the written contract. This rule of law is applicable to all contracts.

For illustration, in a leading higher court litigation, testimony showed that a manufacturer and a distributor signed a contract through which the latter believed he held the exclusive right to distribute the manufacturer's product in the territory outlined in the contract for five years. Later, the manufacturer terminated the distributor's contract on the excuse that the latter was not stocking a sufficient quantity and variety of merchandise to adequately serve customers in the territory. The higher court held that the manufacturer was within his legal rights in cancelling the contract. The court said that in contracts of this nature it is implied that a distributor will—within reason—adequately serve the manufacturer's customers, and that the testimony indicated that this had been agreed upon verbally between the manufacturer and the distributor at the time the contract was signed. If the contract had contained the above-mentioned clause, the manu-

facturer could not have cancelled the contract.

For comparison, see *Nichols v. Lea*, 225 S. W. (2d) 684, Ark. Here it was shown that a manufacturer, through a salesman, sold \$975 worth of anti-freeze to a purchaser in sealed one-gallon containers. The evidence showed that at the time of the sale the manufacturer's salesman verbally represented to the purchaser that the anti-freeze was as good as Prestone, a well-known, standard anti-freeze; that it had the same base (Ethylene Glycol) as Prestone; would mix with other anti-freezes then on the market; and was suitable for the use intended.

The purchaser testified that he relied on these verbal representations and purchased the anti-freeze. Shortly thereafter, and before any sale had been made, the purchaser became suspicious of the quality and fitness of the anti-freeze and of the manufacturer's representations, and took one of the sealed gallon containers to a chemist, who made a chemical analysis which showed that the product was not of a Prestone base, but contained five pounds of calcium chloride per gallon, which, when coming in contact with iron and other metals, caused them to disintegrate, corrode, and slough off.

The counsel for the manufacturer contended that he had breached no written guarantee and that the alleged verbal statements of the salesman were not a valid warranty or guarantee.

Nevertheless, the higher court ordered the manufacturer to take back the anti-freeze and pay the purchaser \$975, the original purchase price. The higher court said:

"To constitute an express warranty, it is not necessary that the word 'warranty' be used . . . [The warranty] may be based on the statements of the seller as to the quantity or condition of the merchandise he is selling."

Things You Can't Do

YOU CAN'T expect a limitation clause to protect you if you have consistently ignored it in the past. The courts endeavor to construe the legal rights of contracting parties in accordance with their intended meaning.

In *Calcasieu Co., Inc. v. Memphis Paper Co.*, 222 S. W. (2d) 617, Tenn., the facts were as follows: A purchaser had been buying paper from a manufacturer for 20 years under a very friendly relationship. During these years, the purchaser sent the seller different orders for paper, and the manufacturer sent the purchaser printed acknowledgments. Printed in large red type across the middle of these acknowledgments were the words "Acknowledgment of Order." In addition, the following typewritten clause was on the form: "Shipment subject to prior orders. This order is being entered for shipment when our schedule permits, and no specific promise as to delivery can be made at this time. All agreements are contingent upon strikes, accidents, delays of carriers and other hindrances unavoidable or beyond our control . . ."

Recently, the manufacturer refused to deliver a large shipment, and the purchaser filed suit to recover several

thousand dollars in damages for the alleged breach.

The manufacturer defended the suit on the contention that there was no definite contract because of the above clause in the printed acknowledgment form. However, in view of the fact that over the years the manufacturer had shipped all the orders acknowledged by the form, the higher court decided that the form was a valid acceptance of the purchaser's order. The court held the manufacturer liable to the purchaser for \$3,255—the profits the purchaser lost on resale of the paper by failure of the manufacturer to deliver. The higher court said:

"We have a long course of dealing and many like transactions over the years where merchandise has invariably been delivered on this form of document without further communication between the parties . . . We are not dealing with one isolated transaction where we are confined to the document itself on which the parties have never acted . . ."

As to the contention of the manufacturer that the contract was void because no definite date was given as to when the paper would be delivered, the higher court said:

"The rule is well established that when no definite time for performance of a contract is specified, the law will imply a reasonable time. It is a necessary corollary of the rule that when a reasonable time under the contemplated circumstances has elapsed, the promisor [seller] must perform or be held to have breached the contract."

For comparison, see *Gill Mfg. Co. v. Hurd*, 18 F. 673. Here, testimony showed that a sale contract for merchandise contained a clause that "due to uncertainty of manufacturing the subject of sale there is no guarantee as to when delivery will be made."

In litigation, the higher court held the seller liable in damages to the purchaser for failure to make delivery in a "reasonable" time.

"The expression 'due to the uncertainty of manufacturing,' said the court, 'did not relate to an uncertainty as to intention to manufacture at all, but to the uncertainty as to the time when, in view of prior orders and existing factory conditions as to labor and material, the goods could be produced.'"

And again in *Automatic v. Sherman*, 294 F. 533, the contract expressly stated that "due to existing conditions" no time for performance was promised.

The higher court held that this clause did not destroy the binding effect of the contract on the seller, who was obligated to make delivery within a "reasonable" time.

This court also explained that in cases of this kind the jury may listen to all testimony and then decide what constitutes a "reasonable time."

See *Thompson v. Woodruff*, 47 Tenn. 401; *Wildberg Box Co. v. Darby*, 223 S. W. 855; *Memphis Mfg. Co. v. Wemyss*, 2 F. (2d) 428, 431. These courts held that the meaning of "a reasonable time" may be determined by a jury and that its decision should be based on testimony as to what the buyer and seller contemplated at the time of signing a contract.

WAREHOUSING

A warehouseman in Houston recently asked this question: "What are the legal requirements when giving the owner of stored goods advance notice of intended sale of the goods by the warehouseman to secure payment of delinquent storage charges?"

According to a leading higher court case, before a warehouseman may legally sell stored goods to recover valid charges he must give written notice to the person on whose account the goods are held, and to any other person known by the warehouseman to claim an interest in the goods. Such notice must be delivered directly to the owner of the goods or by registered letter addressed to the last known place of business or abode of the person to be notified. The notice shall contain:

a) An itemized statement of the warehouseman's claim, showing the sum due at the time of the notice and the date or dates when it became due.

b) A brief description of the goods against which the lien exists.

c) A demand that the amount of the claim as stated in the notice and of such further claims as accrue, shall be paid on or before a day mentioned, not less than 10 days from the delivery of the notice if it is personally delivered, or from the time when the notice should reach its destination, according to the due course of post, if the notice is sent by mail.

d) A statement that unless the claim is paid within the time specified, the goods will be advertised, then auctioned at a specified time and place.

For example, in *Hod Storage Co. v. Cond*, 142 Pac. (2d) 119, it was shown that in June a woman stored household goods with a warehouseman under a usual written warehouse receipt and contract. Later, she moved to another city and advised the warehouseman by letter of her new address.

On Aug. 16, the warehouseman sent the owner by registered mail a statutory notice that her goods would be sold for nonpayment of charges. The notice was returned unclaimed. The warehouseman advertised the goods, selling them on Sept. 16.

Later, the owner sued the warehouseman for conversion and alleged that on Sept. 13 her attorney telephoned the warehouseman and gave her new address, but that notwithstanding this telephone information, the warehouseman proceeded to sell the goods three days later. She alleged that this sale violated the law, since she did not receive notice of the sale until Sept. 13.

Although the lower court held the warehouseman within his legal rights in selling the goods, the higher court reversed the verdict.

The importance of this decision is apparent. It means that ordinarily a warehouseman is within his legal rights in selling goods, even though a registered notification mailed to the owner's last-known address is returned unclaimed. However, if in the meantime the owner of the goods, or his agent, supplies the warehouseman with a new address, the latter must delay sale until all legal procedure, such as advertising, notifying the owner, etc., is repeated.



Aid to Buyers

PRODUCTS and SERVICES OF ADVERTISERS IN THIS ISSUE

(To locate advertisements see index on page 90)

ATTACHMENTS, FORK TRUCK

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Hyster Company, Portland, Ore.
Towmotor Corp., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

AXLES, TRUCK (Drive)

Eaton Mfg. Co., Cleveland, Ohio

BAGS, CLOTH (Shipping)

Fulton Bag & Cotton Mills, Atlanta, Ga.

BAGS, PAPER (Shipping)

Fulton Bag & Cotton Mills, Atlanta, Ga.

BODIES, FREIGHT

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BODIES, REFRIGERATOR

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BODIES, VAN

Fruehauf Trailer Co., Detroit, Mich.
Gerstenslager Co., Wooster, Ohio

BOXES, CORRUGATED and FIBRE (Shipping)

Gair Co., Inc., Robert, New York, N. Y.

BUCKETS, CLAMSHELL

Hyster Company, Portland, Ore.

BURGLAR ALARMS

American District Telegraph Co., New York, N.Y.

BURLAP

Fulton Bag & Cotton Mills, Atlanta, Ga.

CAR PULLERS

Hyster Company, Portland, Ore.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CASTER POSITION LOCKS

Darnell Corp., Ltd., Long Beach, Cal.

CASTERS

Darnell Corp., Ltd., Long Beach, Cal.

CHARGERS, BATTERY

Automatic Transportation Co., Chicago, Ill.

COMPRESSORS, AIR

Eaton Mfg. Co., Cleveland, Ohio

COURSES, TRAFFIC MANAGEMENT

Traffic Managers Institute, New York, N. Y.

CRANES, MOBILE

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Hyster Company, Portland, Ore.
Yale & Towne Mfg. Co., Philadelphia, Pa.

ENDGATES, ELEVATING

Fruehauf Trailer Co., Detroit, Mich.

ENGINES, INTERNAL COMBUSTION

International Harvester Co., Chicago, Ill.

FIFTH WHEELS

Fruehauf Trailer Co., Detroit, Mich.

FIRE ALARMS

American District Telegraph Co., New York, N.Y.

FLOOR RESURFACERS

Stonhard Co., Philadelphia, Pa.

FORK TRUCKS (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FORK TRUCKS (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Hyster Company, Portland, Ore.
Towmotor Corp., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

FREIGHT CARRIERS

Air Express Div. Railway Express Agency, Home
Office, Washington, D. C.
American Airlines, Inc., Home Office, New York,
N. Y.
Branch Motor Express Co., Home Office, New
York, N. Y.
Consolidated Freightways, Home Office, Port-
land, Ore.
Delta Air Lines, Inc., Home Office, Atlanta, Ga.
Flying Tiger Line, Inc., Home Office, Los An-
geles, Cal.
Northwest Airlines, Inc., Home Office, St. Paul,
Minn.
United Air Lines, Home Office, Chicago, Ill.

HOISTS, CHAIN

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC (Trolley)

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOLDUP ALARMS

American District Telegraph Co., New York, N.Y.

JACKS, SKID

Yale & Towne Mfg. Co., Philadelphia, Pa.

LONG DISTANCE MOVERS

United Van Lines, Inc., Home Office, St. Louis,
Mo.

NAPHTHALENE

Barrett Div. Allied Chemical & Dye Corp., New
York, N. Y.

PADS, FURNITURE

Fulton Bag & Cotton Mills, Atlanta, Ga.

PALLETS, EXPENDABLE

Gair Co., Inc., Robert, New York, N. Y.

PORTS

Delaware River Joint Commission, Camden, N. J.
Port of Los Angeles, Los Angeles, Cal.

PULLERS, RATCHET

Yale & Towne Mfg. Co., Philadelphia, Pa.

RACKS, STORAGE

Yale & Towne Mfg. Co., Philadelphia, Pa.

SCALES, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

SMOKE DETECTING SYSTEMS

American District Telegraph Co., New York, N.Y.

SPRINKLER SUPERVISORY SERVICE

American District Telegraph Co., New York, N.Y.

TARPAULINS

Fulton Bag & Cotton Mills, Atlanta, Ga.

TIRES, INDUSTRIAL

Monarch Rubber Co., Hartsville, Ohio

TRACTORS, CRAWLER

International Harvester Co., Chicago, Ill.

TRACTORS, HIGHWAY

International Harvester Co., Chicago, Ill.
Mack Trucks, Inc., New York, N. Y.
White Motor Company, Cleveland, Ohio

TRACTORS, INDUSTRIAL (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRACTORS, INDUSTRIAL (Gas)

Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
International Harvester Co., Chicago, Ill.
Towmotor Corp., Cleveland, Ohio

TRACTORS, INDUSTRIAL (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, LOW-BED

Fruehauf Trailer Co., Detroit, Mich.

TRAILERS, TRUCK

Fruehauf Trailer Co., Detroit, Mich.

TROLLEYS, MONORAIL

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, APPLIANCE

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, ELEVATING PLATFORM (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, ELEVATING PLATFORM (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, HAND (Three-Wheel)

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, HIGHWAY

International Harvester Co., Chicago, Ill.
Mack Trucks, Inc., New York, N. Y.
White Motor Company, Cleveland, Ohio

(Continued on following page)

AID TO BUYERS—Continued

TRUCKS, LIFT (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Clark Industrial Truck Div., Clark Equipment Co.,
Battle Creek, Mich.
Towmotor Corp., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Straddle, Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Powered, Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, STRADDLE

Hyster Company, Portland, Ore.

WAREHOUSES

See section immediately following

WATCHMEN'S SUPERVISORY SERVICE

American District Telegraph Co., New York, N.Y.

WATERFLOW ALARMS

American District Telegraph Co., New York, N.Y.

WHEELS, INDUSTRIAL

Darnell Corp., Ltd., Long Beach, Cal.

WINCHES

Automatic Transportation Co., Chicago, Ill.
Hyster Company, Portland, Ore.
Yale & Towne Mfg. Co., Philadelphia, Pa.

OBITUARIES

William W. (Judge) Adams, chief, rail rates and service, Freight Traffic Service Co., Detroit, Nov. 10.

George Beattie Anderson, 77, chairman of the board of Iredale Storage and Moving Co., Evanston, Ill.

Morton A. Cummings, 67, chairman of the standing rate committee of the Trans-Continental Freight Bureau, Chicago.

James A. Dunnage, associate editor of *Transport Management*, London, England, Oct. 31. Mr. Dunnage had been on a tour of the United States, and had attended the annual meeting of the Associated Traffic Clubs of America in New York.

George Hamley, 75, founder of the Colonial Warehouses, Inc., Minneapolis. He was the first secretary of the Minnesota Warehousemen's Assn. and served in many official capacities in the old Central Warehousemen's Club. Mr. Hamley became active in AWA affairs when the latter club consolidated with AWA's Merchandise Division in 1924.

William H. Holcomb, retired assistant to the manager of transportation, Erie Railroad Co., Oct. 3. He was a member of the Traffic Club of New York.

Harold J. Jones, 54, general manager of the Square Deal Trucking Co., Detroit, Oct. 21. Mr. Jones was a member of the claims division of the American Trucking Assns.

John Purcell, former assistant to the vice-president of the Santa Fe System, Sept. 29. Mr. Purcell was associated with the mechanical division of the Assn. of American Railroads and predecessor organizations.

Samuel Reuben, 57, chief of safety in the compliance branch of the Interstate Commerce Commission's Bureau of Motor Carriers, Nov. 11.

W. M. Taylor, 68, traffic manager of the Richmond, Fredericksburg & Potomac Railroad Co., Richmond, Va., Oct. 15. Mr. Taylor was a member of the Richmond Traffic Club.

Andrew P. Titus, 77, former president of the Illinois Terminal Railroad Co., and chairman of its executive committee, Nov. 9.

Coming Events

Dec. 7—Material Handling Institute, Statler Hotel, New York.

Dec. 14—Annual Meeting of the American Society of Traffic and Transportation, Washington, D. C.

1951

Jan. 20-23—Annual Convention, Local Cartage National Conference, Buffalo, N. Y.

Jan. 24-25—Caster and Floor Truck Manufacturer's Assn., Hotel New Yorker, New York.

Feb. 4—17th Annual Meeting of the Associated Warehouses, Inc., Statler Hotel, Boston.

Feb. 5-7—National Truck Leasing System, Inc. Annual Meeting, Sheraton Hotel, Chicago.

Feb. 5-9—American Warehousemen's Assn., Statler Hotel, Boston.

Feb. 11-15—National Furniture Warehousemen's Assn., Waldorf-Astoria, New York.

Apr. 17-20—20th National Packaging Exposition, American Management Assn., Atlantic City.

Apr. 22-27—Mayflower Warehousemen's Assn., Broadmoor Hotel, Colorado Springs, Colo.

Apr. 30-May 4—Fourth National Materials Handling Exposition, International Amphitheatre, Chicago.

June 4-7—Canadian Warehousemen's Assn., Seigniory Club, Montebello, Quebec.

Oct. 10-11—15th Annual Meeting of the National Assn. of Shippers Advisory Boards, Hotel Cleveland, Cleveland.

Oct. 22-26—American Trucking Assns., Inc. Annual Convention, Stevens Hotel, Chicago.

WAREHOUSE MANAGER AVAILABLE

Man 43 years of age, over 20 years' experience in public merchandise warehousing in administrative capacity, complete knowledge of general accounting, traffic, and materials handling methods. Good education. Can furnish excellent references. Location secondary to connection with progressive and reputable concern.

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100 East 42nd St., New York 17, N. Y.

BOOKS and CATALOGUES

TRENDS: A fact-filled booklet published yearly by the American Trucking Assns. showing year-to-year changes in numerous phases of truck operations. The booklet contains 44 pages of information on the trend in truck registrations, tonnage and ton-miles, taxes, wages, employment, average load, average haul, etc. Regional breakdowns of some of the information make it possible to see the difference in truck-operating characteristics in different parts of the country. Department of Public Relations, American Trucking Assns., Washington 6, D. C.

K&J CATALOGUE No. 116 includes all commonly used types of trucks, from light tubular-steel two-wheel bottlers' trucks to wood- or steel-deck warehouse trucks. Gives special attention to the selection of wheels, bearings, and tire equipment. Kilbourne & Jacobs Manufacturing Co., Columbus 16, Ohio.

THE "KNOW-HOW" OF PROFESSIONAL DRIVING, by Ralph H. Snyder (The Transportation Press, Dallas 1, Tex., 92 pp., \$1.50). This handbook is designed to help old and new truckdrivers. It is divided into five main topics: Know yourself and your limitations. Know the cause of accidents and how to prevent them. Know your truck and how to take care of it. Know how to drive. Know the laws. Special emphasis on tractor-trailer operation.

A FIELD REPORT has been published by The Rapids-Standard Co. on how its portable conveyors have solved truck-loading problems for a Florida citrus-juice processor. Comparative operating figures are cited for the former and present method of handling. Photographs included. The Rapids-Standard Co., Inc., Grand Rapids 2, Mich.

A CONDENSED catalogue containing basic specifications of its entire line of materials handling equipment is announced by Clark Equipment Co. Models listed include fork trucks, both gas and electric; industrial towing tractors; Tractor models for handling bulk materials; and the complete line of special attachments.

Clark has also issued a 12-page booklet describing the new Electro-Lift and Hydro-Lift non-riding pallet trucks. Separate sections are devoted to each type. Clark Equipment Co., Industrial Truck Division, Battle Creek 11, Mich.

Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

Bottling, boxing, financing, fumigating, grading, handling, hauling, labeling, motor transportation, moth-proofing, moving, operation of public truck scales, quick-freeze facilities, rental

of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

BIRMINGHAM, ALA.

Established 1913



American Transfer & Warehouse Co., Inc.

831 N. 10th Street Birmingham 2, Ala.
Merchandise and Household Goods
Warehouse, Concrete and Steel Construction—
150,000 sq. ft.—sprinklered. ADT Alarm. Private
siding, Frisco railroad. Pool Car Distribution
and heavy machinery hauling. 50 Trucks of
All Types.
Represented by Allied Distribution, Inc., N. Y.—Chicago



BIRMINGHAM, ALA.

1880 — Seventy Years of Service — 1950

HARRIS TRANSFER & WAREHOUSE CO.

• South 13th St., Birmingham •

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING
Pool Cars Handled

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s

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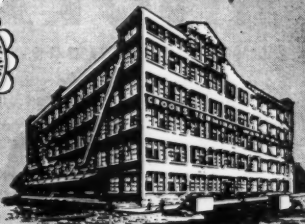
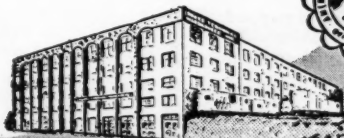
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519 W. Roosevelt Road, Chicago 7, Ill.

Year-round candy storage, pool car distribution, negotiable warehouse receipts. Storage in transit. One-half million sq. ft.

Customs Bonded
Unlimited Floor
Load Units for
Lease
Near the Loop

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO 11

U. S. Internal Revenue Bonded Warehouse

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ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service
Bottling in Bond

Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

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One of Chicago's Finest

A half million feet of modern warehouse space where you have every advantage for receiving, shipping and reshipping. Track space accommodates 360 railroad freight cars. 70 ft. covered driveways practically surround the clean, light and airy warehouse.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago 7, Ill.

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Telephone 4381 and 4382

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago. No switching charges.
Chicago Freight Rates Apply



JOLIET, ILL.

TRANSIT WAREHOUSE AND DISTRIBUTING CO.

90 CASSEDAY AVENUE, JOLIET, ILLINOIS
Phone—Joliet 5276

Merchandise Storage and Distribution

The only completely palletized warehouse in Joliet
Pool Car Distribution • Motor Freight Service
Located on Rock Island R. R. • Free Switching

JOLIET, ILL.

WILL COUNTY WAREHOUSE COMPANY



formerly Joliet Mfg. Co., which was Established 1848
150 Youngs Ave., Joliet, Ill.
Offers 50,000 Sq. Ft. of modern warehouse space, located on the CRI and PRR Roads. Private siding and free switching. General Merchandise storage.

Automatically Sprinklered Throughout
Member of AWA

PEKIN, ILL.



Location—10 miles from Peoria, Ill.; 165 miles from Chicago, Ill., or St. Louis, Mo.
KRIEGSMAN TRANSFER COMPANY
231 Margaret St., Pekin, Illinois
Merchandise & Household Goods Storage—Moving & Crating
105,000 Sq. Ft. • One Floor • Brick Construction •
Sprinklered • Heated • Private Siding
18-Car Capacity • 11 Trucks
Free Switching by: CCC&STL • Santa Fe
• Illinois Central • Alton • Rock Island
• Chicago & Illinois Midland • and P&PU
Railroads

EVANSVILLE, IND.

MEAD JOHNSON TERMINAL CORP.

P. O. Box 597, EVANSVILLE 2, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

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**COMPLETE
STORAGE
AND
DISTRIBUTION
SERVICE**

The TERMINAL WAREHOUSE, Inc.

OF EVANSVILLE, INDIANA

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**FIRE RESISTANT BUILDING
POOL CAR DISTRIBUTION—**

PRIVATE R.R. SIDINGS — LOW INSURANCE RATES

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FORT WAYNE STORAGE CO. [WITH MIGHT AND MAIN]
[THE SAME]

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Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.,
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Exclusively



Merchandise and Cold Storage

Modern Fireproof Warehouses—Centrally Located—P.R.R.
Siding—Lowest Insurance Rates—Pool Car Distributors—
Local Cartage Service—Branch Office Service.

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Warehouse Receipts on Staple Commodities

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Members of MayWA-AWA



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Established 1929

General Merchandise Storage and Distribution

Private Siding Indiana Harbor Belt R. R. Free Switching, Centrally
Located, Pool Car Distribution, Motor Truck Terminal, Operating our
own fleet of trucks.

GARY WAREHOUSE CO.

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Phone Gary 6131

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Phone Market 4361

INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St., Indianapolis 4



Sprinklered Warehouses Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building

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MEMBER OF A.W.A.

Indianapolis Warehouse and Storage Co.

330 West New York St. Indianapolis 7, Ind.

**Merchandise Storage • Private Sidings, N.Y.C.
Pool Car Distribution • Office Space**

Represented By
Distribution Service, Inc., New York City, Chicago, Ill.

INDIANAPOLIS, IND.

Riley 5513

A Complete Service

STROHM WAREHOUSE AND CARTAGE COMPANY

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All Merchandise On Check Out Cars Placed

On Platform Ready For Delivery

Reciprocal Switching, All Railroads

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1001 East New York St. Indianapolis 7, Ind.

Store with an Old Reliable Firm.

In Business for 65 Years.

General Merchandise — Farm Machinery

Specialize in Electrical Appliances and Food Stuff.

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Storage in Transit. Reciprocal Switching All RR's.

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Operate Under Public Service Commission of Indiana.

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TERRE HAUTE, IND.

A. D. T. Service

DISTRIBUTORS TERMINAL CORP.

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor trucks for store door delivery—Our clients do the selling—We do
the rest. U. S. Licensed and Bonded Canned Foods Warehouse License
No. 12-4

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American Transfer & Storage Co.

401-411 FIRST ST. S. E. SINCE 1907 PHONE 2-1147

General Merchandise Warehousing and Distribution.
Cold Storage.

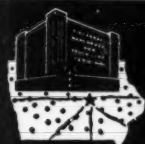
Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
Siding on C. M. St. P. & P. Rd. Free Switching from Other
Roads. Motor Freight Terminal.
Member of A. W. A.—N. F. W. A.—Agents United Van Lines, Inc.



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Cedar Rapids TRANSFER & STORAGE CO.

MODERN WAREHOUSE
AND TRUCK TERMINAL ON TRUCKAGE
Complete Facilities For Efficient Warehousing
and Distribution of Merchandise
DAILY SERVICE IN EVERY DIRECTION



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Established 1903

Phone 2-7161

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428 WESTERN AVE. DAVENPORT, IOWA

Merchandise Storage and Pool Car Distribution

in a community consisting of Davenport, Bettendorf, Iowa—
Rock Island, Moline, East Moline, Silvis and Milan, Ill.
Investment \$350,000.00

Members: A. W. A., N. F. W. A., Ia. W. A., AM. CHAIN OF WHSES., A. V. L.

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726 Federal Street Davenport, Iowa

General Merchandise Warehousing
Pool Car Distribution

100,000 square feet of sprinklered fireproof floor space.
Insurance rate of under 15c • Private Siding on R. I.
10 car capacity with reciprocal switching from the
C. B. & Q. and C. M. St. P. & P. railroads.

Telephone 7-5895

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and National Warehousing Service.
Member of Iowa Warehouse Ass'n.

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Established 1883

Merchandise and Household Goods Storage

Local and long distance

Moving—Packing—Shipping

BLUE LINE STORAGE CO.

200-226-Elm-Des Moines 9, Iowa

Members: A. W. A.—N. F. W. A.—Ia. W. A.—Distribution Service, Inc.



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Fire
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TRY OUR SUPERIOR SERVICE
56 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to every detail

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Established 1880

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Merchandise & Household Goods Storage
Lowest Insurance Rate. Pool Car Distribution. Private Sid-
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COMPLETE DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-
steel construction. Chicago-Great Western R. R. siding with
10 car capacity. Free switching with Federal Barge Lines.
Low insurance rates. Complete-Motor-Freight-Facilities.
Pool car distribution—all kinds. Merchandise & House-
hold Goods Storage, Industrial and office space for rent.

Write today

DUBUQUE STORAGE & TRANSFER CO.

3000 JACKSON ST.

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Member of Iowa Warehouse Ass'n.

Chicago Representatives: Associated Warehouses, Inc.
and National Warehousing Service.



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.
Agent ALLIED VAN LINES, INC.

HUTCHINSON, KANSAS

Member—Mo. W. A.

HUTCHINSON MERCHANDISE WAREHOUSE

"IN THE HEART OF THE NATION"

A complete warehousing service with the finest distribution fa-
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Truck terminal serving all points in the nation.

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FOR OVER A QUARTER CENTURY

INTER-STATE MOVING AND STORAGE CO.

Household goods
and merchandise storage.

PACKING, MOVING, SHIPPING—PRIVATE SIDING

Agent Member—Allied Van Lines
11TH AND MINNESOTA AVENUE



WICHITA, KANSAS

A Modern Distribution and
Warehousing Service

Brokers Office & Warehouse Co.

149 North Rock Island Ave., Wichita 2

R. W. BILLINGSLEY, JR., Manager
Member of American Chain of Warehouses

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Household Goods & Merchandise
Storage. Free Switching—Sprinkler
System

Member of NFWA—AVL



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Louisville Public Warehouse Company

131 EAST MAIN ST., LOUISVILLE 2

25 WAREHOUSES

944,000 SQUARE FEET

Louisville Member

AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.

Gen'l Mdse.

H. H. Goods

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Member of A. W. A.

HAYES DRAYAGE & STORAGE, INC.

833 South Front Street, New Orleans 3

Complete distribution and warehousing service
Operators of space in Free Foreign Trade Zone No. 2
Sidings on N. O. Public Belt R. R.



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Commercial Terminal Warehouse Company

INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



Member of
New York—Chicago

Storage Cartage Forwarding
Distributing Bean Cleaning
and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS 16

LOUISIANA

New Orleans

THE ONLY PRIVATELY OWNED AND OPERATED PUBLIC WAREHOUSE AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipline Storage Corporation established in 1931, offers Public, State and U. S. Customs Bonded Warehousing at its new terminal and wharf served by deep-water dock for ocean-going vessels and barges. Louisiana Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered buildings . . . storage-in-transit privileges.

Represented by DISTRIBUTION SERVICE, INC.

New York, Chicago, San Francisco

Member American Warehousemen's Association

GULF SHIPSIDE STORAGE CORPORATION

Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER
EXECUTIVE OFFICES: 118 North Front Street, New Orleans 16, La. Telephone: Raymond 4972 — MAGNolia 6251

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New Orleans Merchandise Warehousemen's Ass'n

MALONEY TRUCKING & STORAGE, Inc.

133 NORTH FRONT ST., NEW ORLEANS 1

An Able servant to the PORT OF NEW ORLEANS

Complete warehousing facilities—Distribution—Weighing—

Forwarding—Fumigating—Storage—Cartage—Field Ware-

housing—Office Space—Display Rooms—Sprinklered Risk.

UNITED STATES AND STATE BONDED



NEW ORLEANS, LA.

Member of A.W.A.

ORLEANS STORAGE COMPANY, INC.

725 So. Liberty Street

Specializing in MDSE. Distribution

All concrete Warehouse, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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E. J. GANNETT, President

Standard Warehouse Company

100 Poydras St.

New Orleans 8, La.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION



Located in the Heart of the Wholesale District • Con-

venient to Rail & Truck Depots • Private Switch Tracks T &

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COMPLETE WAREHOUSING SERVICE

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Member

American Warehousemen's Association

Associated Warehousemen, Inc.

Southwestern Warehouse & Transfermen's Association

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Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.

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Milton K. Hill, Mgr. & Treas.

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Rm. 301, Camden Sta., Baltimore 1

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Complete Warehouse Service



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Highway

Broadway 7900



A.W.A.—N.F.W.A.
Md.F.W.A.—
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BALTIMORE, MD.

MEMBER: I.M.W.A.—MD.F.W.A.—MD.M.T.A.—H.H.C.C.—A.T.A.

J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—

1949 edition of D and W Directory

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Owned and Operated by Merchants Warehouse Co.

CHARLES RIVER STORES

131 BEVERLY STREET—BOSTON 14, MASS.



Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. T. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

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GEORGE F. MARTIN, President

BROOKLINE - BOSTON - CAMBRIDGE

Household and Merchandise Storage - Packing - Shipping



OFFICES
80 Charles St., Boston
5 Station St., Brookline
380 Green St., Cambridge

Mass. F.W.A., N.F.W.A.

BOSTON, MASS.

Established 1896

PACKING

MOVING

STORING

SHIPPING



Member: MayWA-MassFWA-CanWA

3175 Washington St.

and Firms are Arranged Alphabetically

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FITZ WAREHOUSE CORPORATION

operating
ALBANY TERMINAL STORES
137 Kneeland Street, Boston 11
GENERAL MERCHANDISE STORAGE
B. & A. R.R. Delivery

BOSTON, MASS.

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Lechmere Square, East Cambridge 41, Boston
FREE AND BONDED STORAGE
A.D.T. Automatic Fire Alarm
Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON 13

Connecting all railroads via
Union Freight Railroad Co.

A.D.T. Service
Motor Truck Service

Member of Mass. W.A.

BOSTON, MASS.

STORAGE

Wool, Cotton and General Merchandise
INDUSTRIAL SPACE FOR LEASE
IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

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LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

DEEP WATER PIERS: Excellent piers for cargoes of lumber and merchandise to be landed and stored in connecting warehouses.

WIGGIN TERMINALS, INC.

Boston 29, Mass.

Tel. Charlestown 0880



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SPRINGFIELD, MASS.

Member of A.W.A.—M.W.A.

ATLANTIC STATES WAREHOUSE AND COLD STORAGE CORPORATION

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits
B. & A. Sidings, and N. Y., N. H. & H. R. R. and B. & M. R. R.
Daily Trucking Service to suburbs and towns within a radius of fifty miles.

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F. G. Mooney, Pres. J. G. Hyland, V-Pres.

HARTFORD DESPATCH and WAREHOUSE CO., Inc.

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U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.

Max Lyon, Pres.

NELSON'S EXPRESS & WAREHOUSE CO., INC.

Merchandise Storage—Pool Car Distribution

Fleet of Trucks for local delivery.

93 Broad St.
Springfield, Mass.

Telephone
6-8334—6-8335

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General Cold Storage

Pioneer Valley Refrigerated Warehouse, Inc.

P. O. Box 155

Brightwood Station

Walls: steel & concrete, automatic fire & burglar alarms—A.D.T. T.S. Area 1,000,000 sq. ft. F.I. Ld 350 lbs. C.I. Ht 8-10 ft. Elev cap 6,900 lbs. Priv siding 50-car cap on, & consign shipments via B. & M.; sta. Brightwood; free switching. 100% palletized. Temp. range —10° to 40°. Humidity control. 15-lb. dock. Specialize in frozen foods. Open yard stge. Br. office facilities. Loans on stored commodities. Printed tariff.

Member of the A. W. A. (Cold Storage Div.)

SPRINGFIELD, MASS.



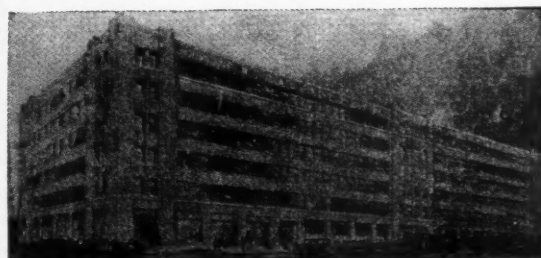
J. J. SULLIVAN THE MOVER, INC.

Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1

HOUSEHOLD GOODS STORAGE, Packing, Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

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CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

WAREHOUSE & TERMINALS CORPORATION

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

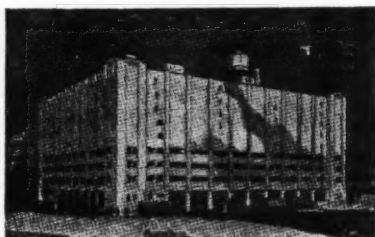
Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit 16, Mich.

Member **AMERICAN WAREHOUSEMEN'S ASSOCIATION**

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★ This modern building was designed exclusively. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



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and
COLD STORAGE COMPANY
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WALNUT
1-8380

DETROIT, MICH.

AN ASSOCIATED

In Greater
DETROIT
the Best is
★ **U.S.** ★
UNITED STATES WAREHOUSE COMPANY
1448 WABASH AVENUE, DETROIT 16
Phone: Woodward 2-4730
Division of
United States Cold Storage Corporation

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U.S. COLD STORAGE CORP



U.S. COLD STORAGE CO.



U.S. WAREHOUSE CO.



U.S. COLD STORAGE CO.

DETROIT, MICH.

Facing the Busiest **DETROIT** *Thoroughfare in*

200,000 square feet, Centrally located. Private siding facilities for 20 cars with free switching from all railroads. Large, enclosed loading dock. Our own fleet of trucks make prompt reshipment and city deliveries.

JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave.

DETROIT 7, MICHIGAN

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc
11850 E. Jefferson Ave., Detroit 14
STORAGE AND MOVING, PACKING
AND SHIPPING



Agent for Allied Van Lines, Inc.

FLINT, MICH.

Established 1938

MERCHANTS & MANUFACTURERS WAREHOUSE COMPANY, INC.

212 Smith St. Flint 4, Mich.
"IN THE HEART OF FLINT"

Complete Warehousing Service
Member A.W.A.—A.C.W.—Mich. W.A.

GRAND RAPIDS, MICH.

THE LARGEST COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE IN GRAND RAPIDS

COLUMBIAN Storage & Transfer Co.



Approximately 90% of All Commercial Storage and Pool Cars in Grand Rapids Handled Thru Columbian

Member of
A.W.A.

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WALSH 1-3347

ALLIED DISTRIBUTION INC.
NEW YORK 19
41 WEST 17TH ST.
PLAZA 6-8547

LANSING, MICH.

ALMA, MICH.

Phone 9-6541-6542

ACME CARTAGE & MOVERS

NATION WIDE MOVERS POOL CAR DISTRIBUTORS

Shipping, Crating and Storage

307 E. SHIAWASSEE ST. LANSING, MICHIGAN
Agent: North American Van Lines, Inc.

LANSING, MICHIGAN

Since 1919

FIREPROOF STORAGE CO.

728 East Shiawassee

2 — WAREHOUSES — PALLETIZED

PRIVATE N.Y.C. SIDING • DISTRIBUTION
TRUCKING • WINCH • VAN SERVICE
MERCHANDISE AND HOUSEHOLD GOODS



LANSING, MICH.

Agents for Allied Van Lines, Inc.

LANSING STORAGE COMPANY



The only modern fireproof warehouse in Lansing exclusively for household storage
MOTHPROOF FUR AND RUG VAULTS
Local and Long Distance Moving
"WE KNOW HOW"



440 No. Washington Ave., Lansing 30, Phone: 9-7568

and Firms are Arranged Alphabetically

SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL WAREHOUSE CO.

1840 No. Michigan Avenue

SAGINAW, MICHIGAN



AMERICAN WAREHOUSEMEN'S ASSOCIATION

MINNEAPOLIS, MINN.

ASSOCIATED WAREHOUSES, INC.
AMERICAN WAREHOUSEMEN'S ASSOCIATION

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DAMAGED CANNED GOODS

(Continued from page 31)

way section of all cars should be loaded bonded-block.

● *The importance of the fibre-board case* cannot be over-emphasized. An oversized case, i.e., a case that is larger than the exact dimensions of the cans inside, tends to bulge when stacked in the warehouse. After the case has bulged, it is impossible to load it tightly into a car, the result being a loose load and damage.

● *Case sealing*, whether by hand or by machine, must be done in such a manner that the case is square and the flaps meet evenly. A poor sealing job creates a damage hazard, and the full protection offered by the case is not realized.

Cases were measured to determine how many of the different types used in the canning industry were the exact size of the contents. It has been proved that can size is important in controlling damage to canned goods. A tight case prevents the cans from moving, thereby decreasing label scuffing.

Numerous used cases were gathered at canneries and submitted to a laboratory for testing. Extensive tests are being made in an attempt to determine all factors relating to the storage qualities of the cases and the shipping qualities after warehouse storage.

A complete inspection was made of the railroad equipment furnished

the canners for loading. The information gathered was submitted to the railroads for processing and ultimate improvement. Careful-switching meetings are being held all over the country to show employees the effects of improper handling.

This is a vast problem, and everyone concerned must contribute to its solution. The hoped-for result is that more canned goods will flow through normal channels and appear on the store shelves in perfect condition.

Perhaps a prevention-program could be set up in canneries to control and eliminate cannery damage. But more than this, if the shipper, the carrier, and the consignee all work together on damage-prevention, the goal will be reached!

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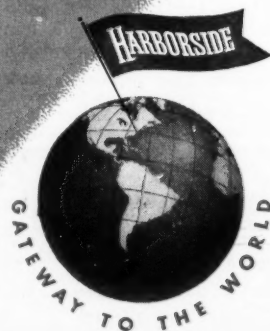
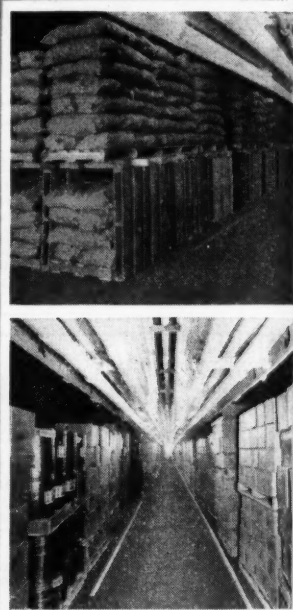
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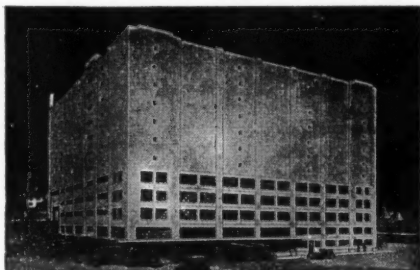
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100% Palletized

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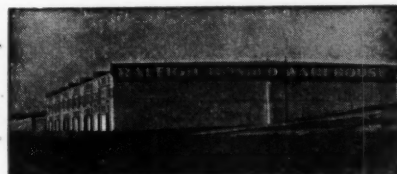
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SIDING
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and Firms are Arranged Alphabetically

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Complete service for
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Pool Car Distribution A.D.T. Service
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Est. 1915



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INC. 1906



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**12 MODERN
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located in important shipping centers.
2,100,000 square feet of storage space.
Served by all railroads. Loading and
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and Firms are Arranged Alphabetically

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70,000 sq. ft. of modern fireproof
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Complete ADT burglar and fire alarm protection

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Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
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Pool Car Distribution. Private rail sid-
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"Good housekeeping, accurate records,
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Sprinklered Low Insurance
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Local Delivery Service

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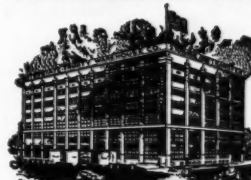
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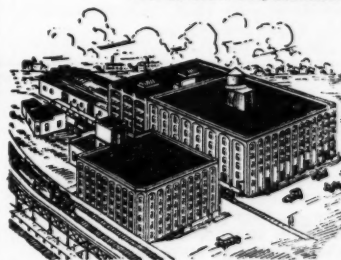
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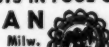
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